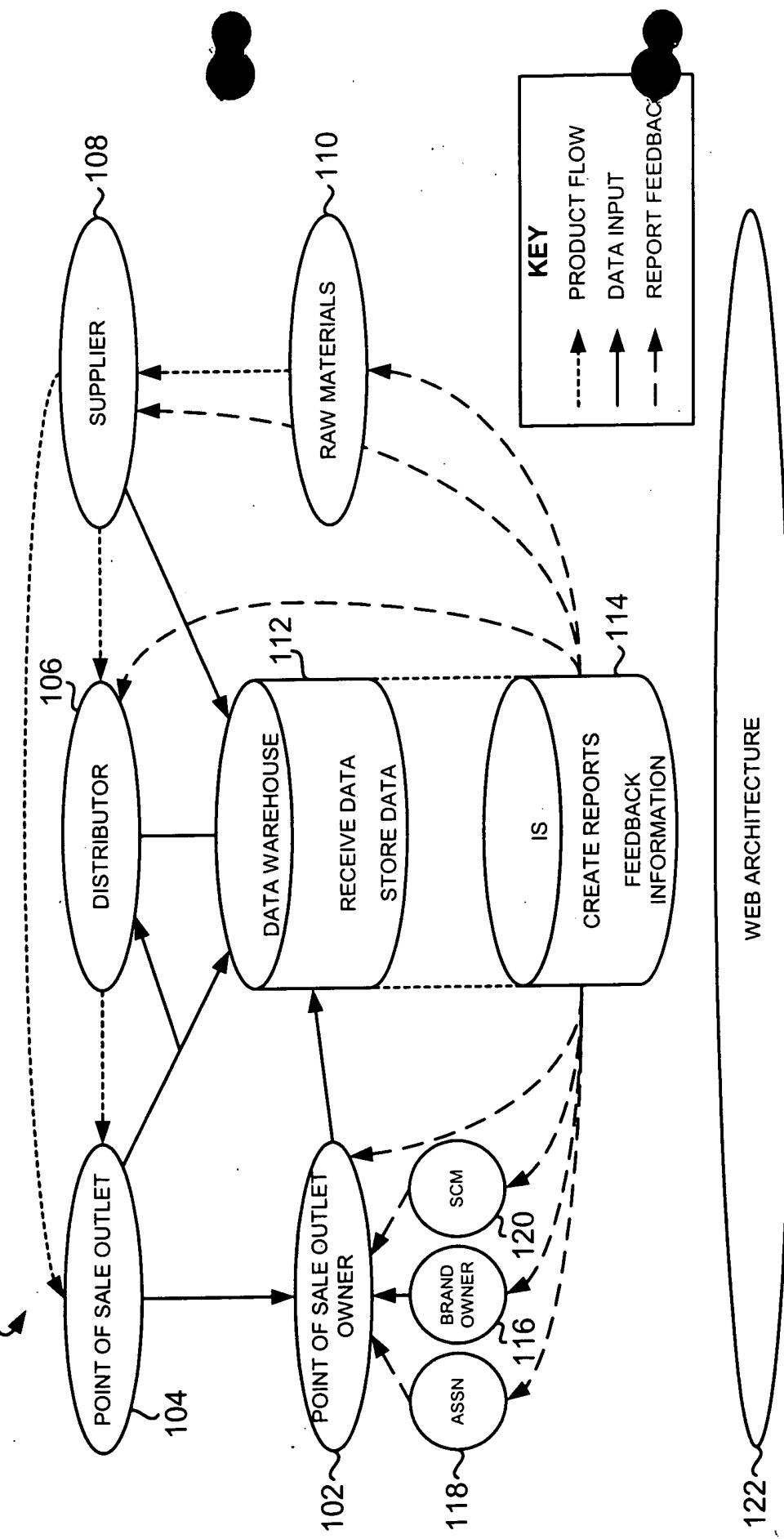
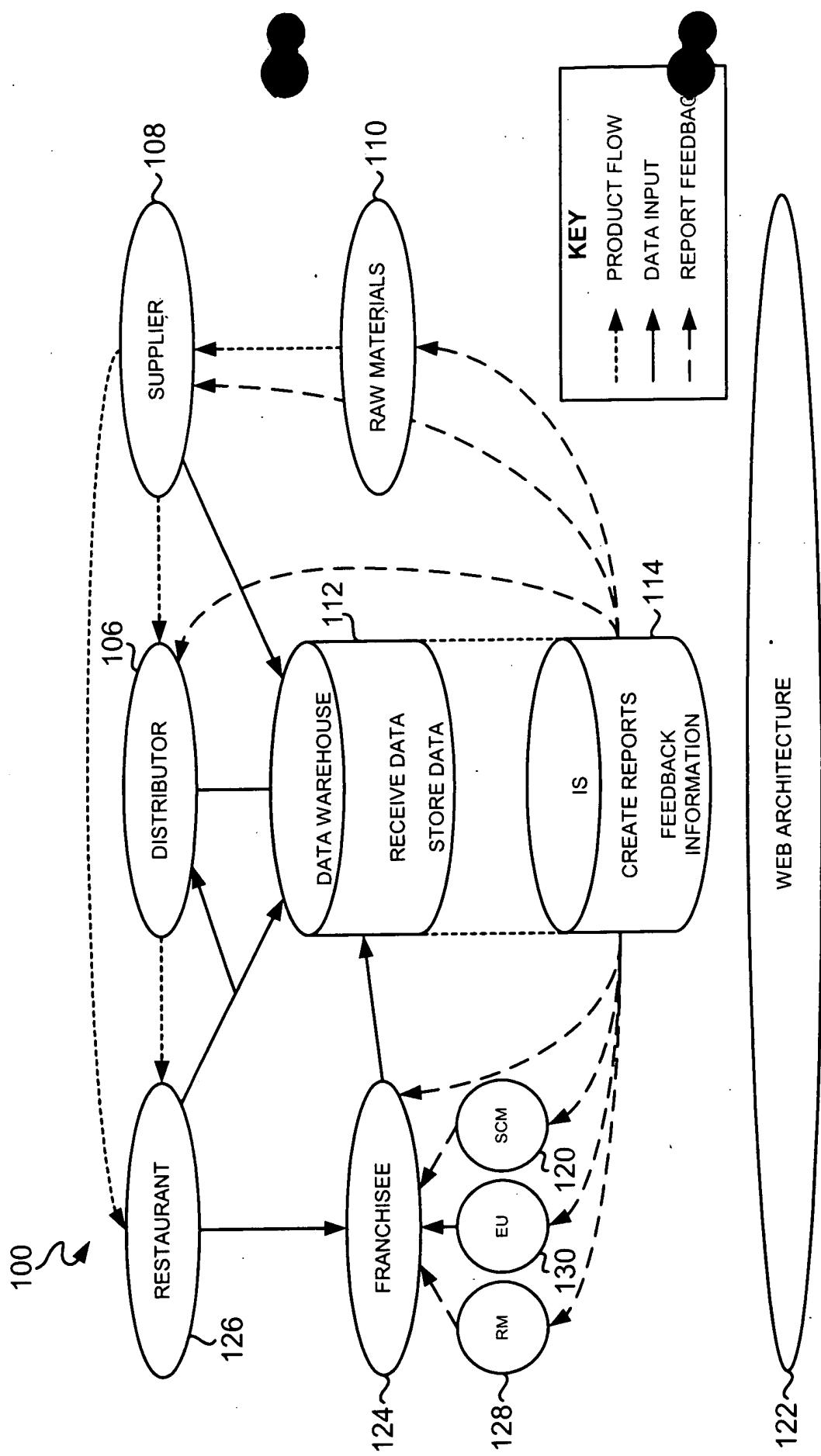


100

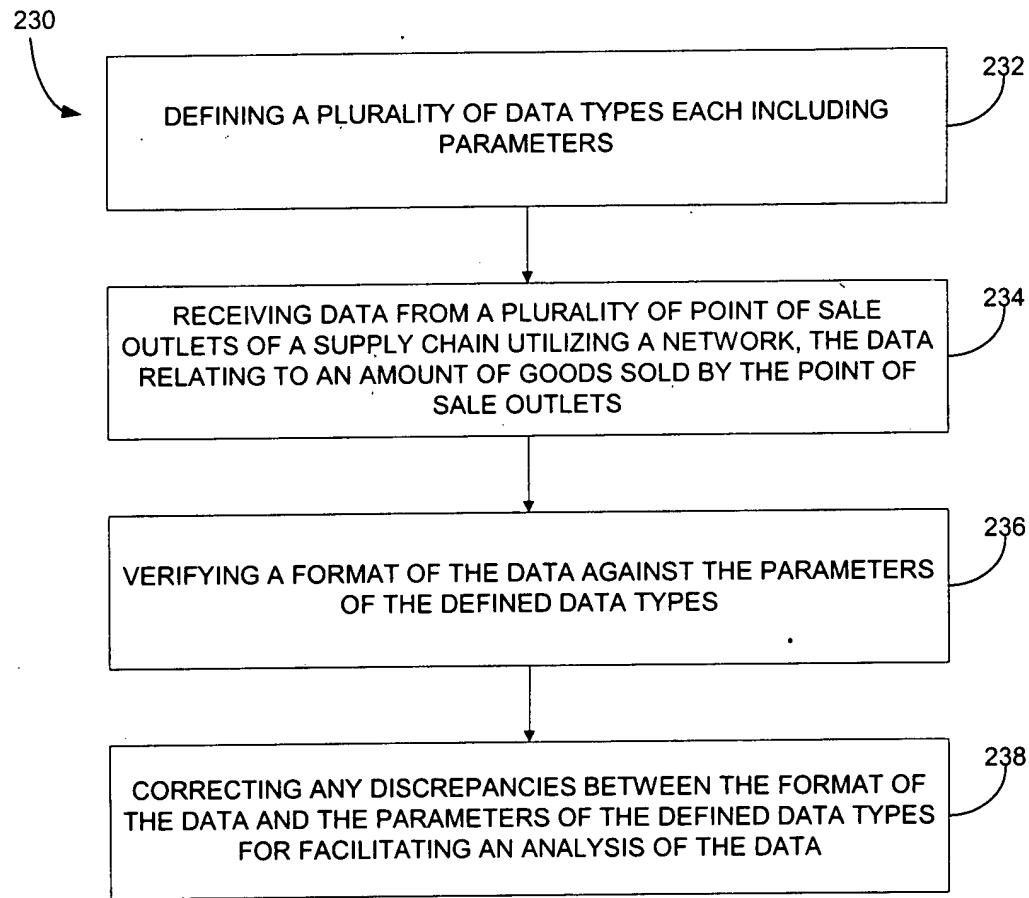
100



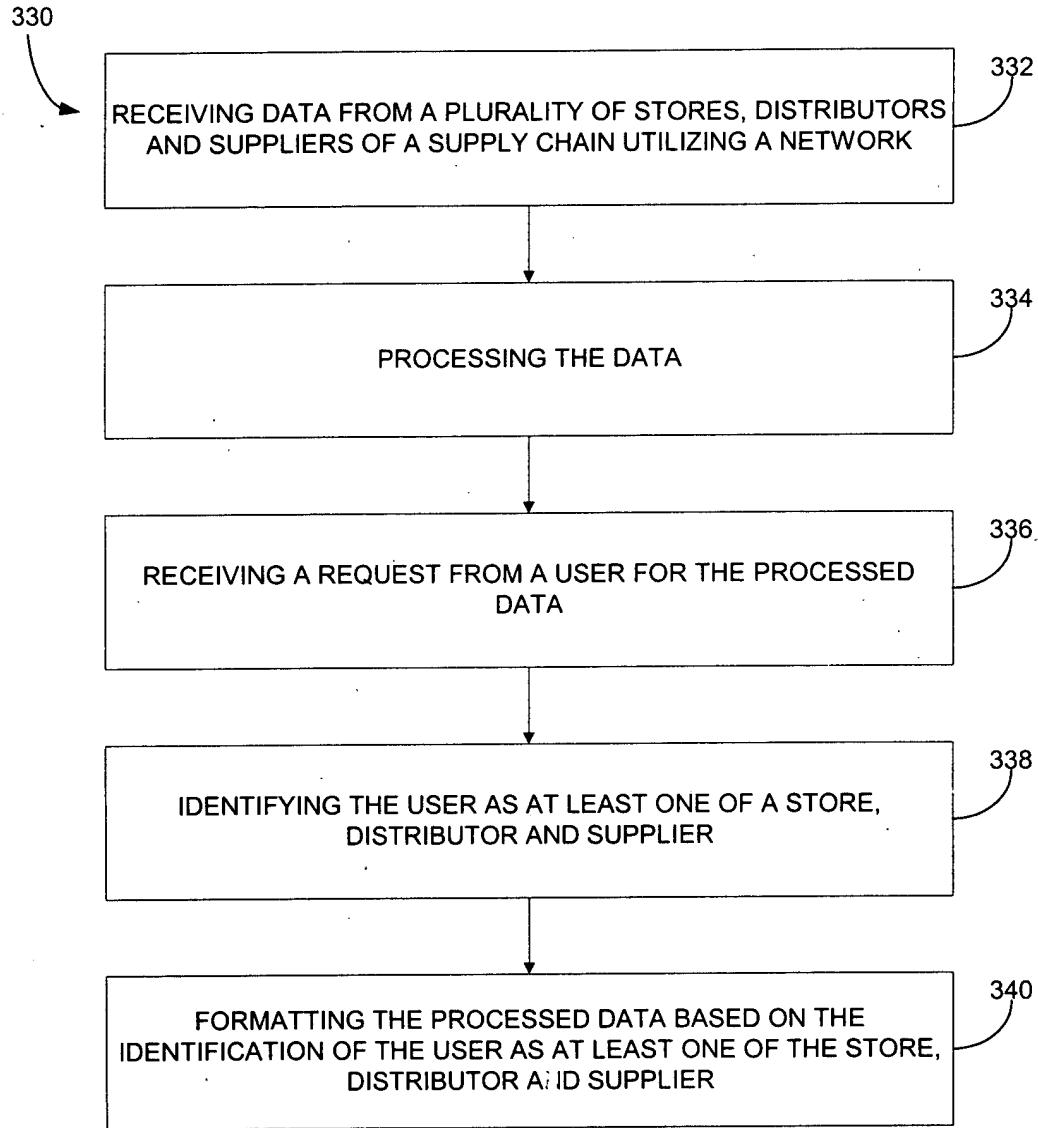
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

TOP SECRET//COMINT

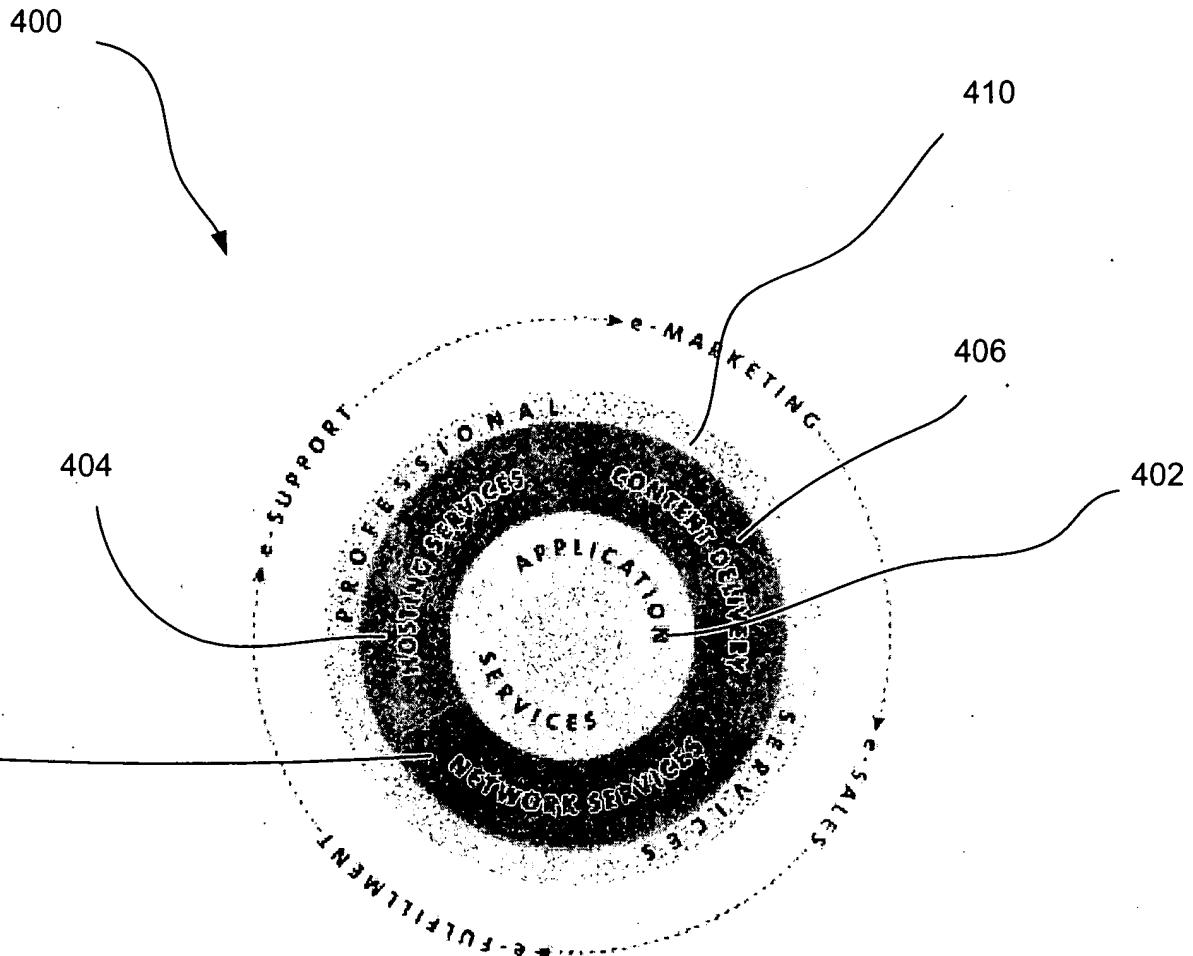
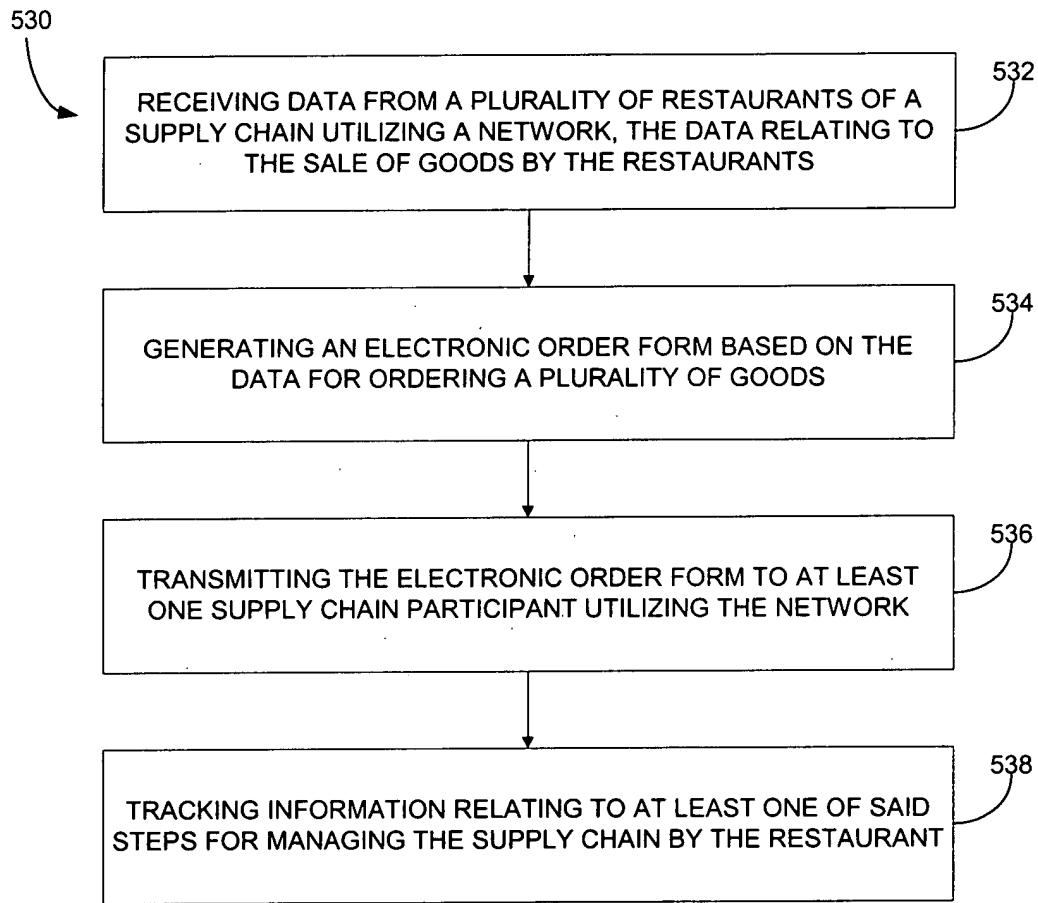
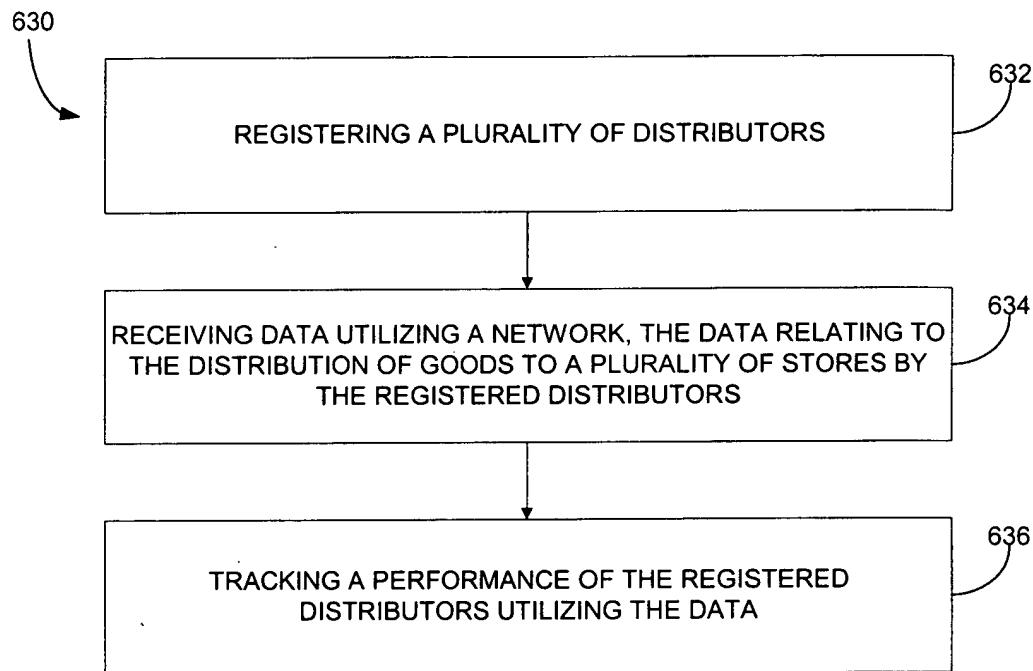


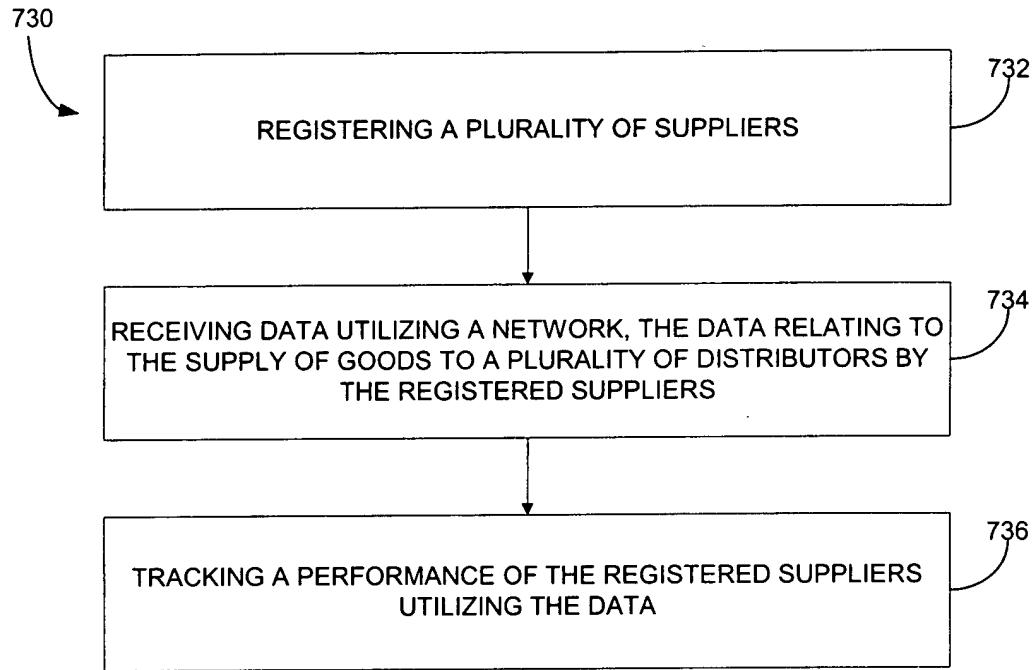
Fig. 4



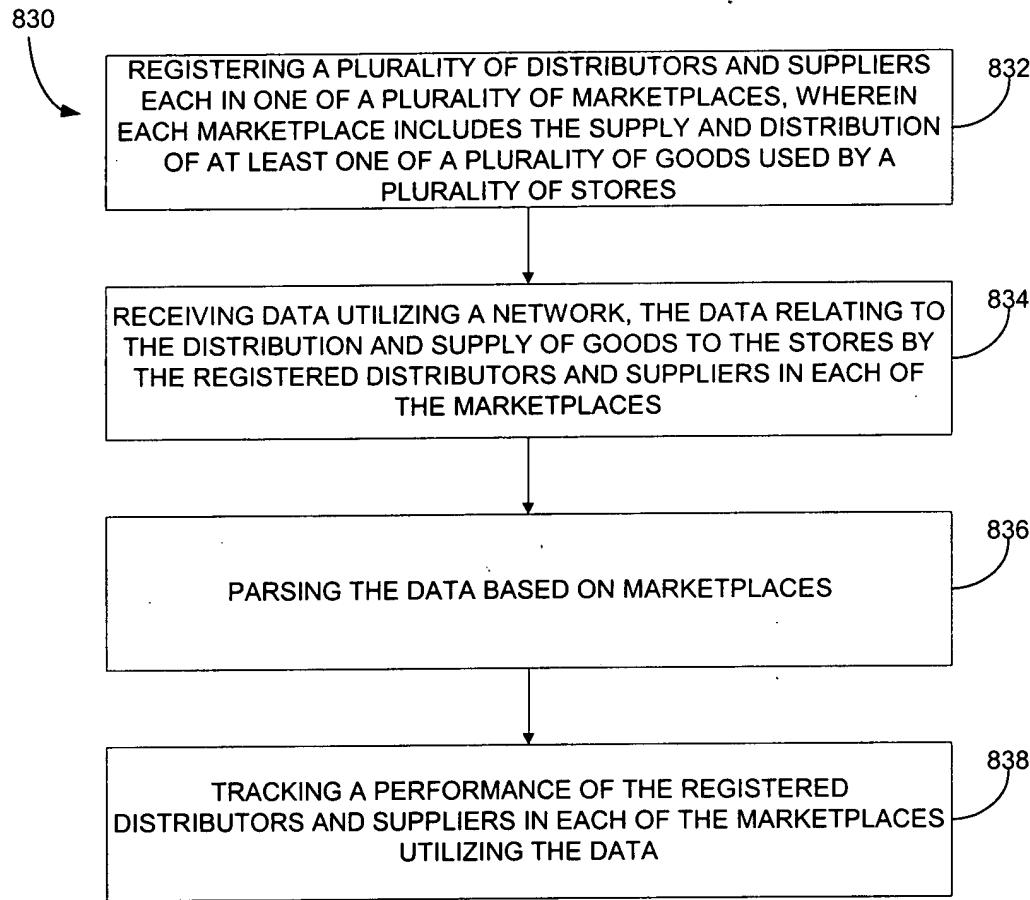
**FIG. 5**



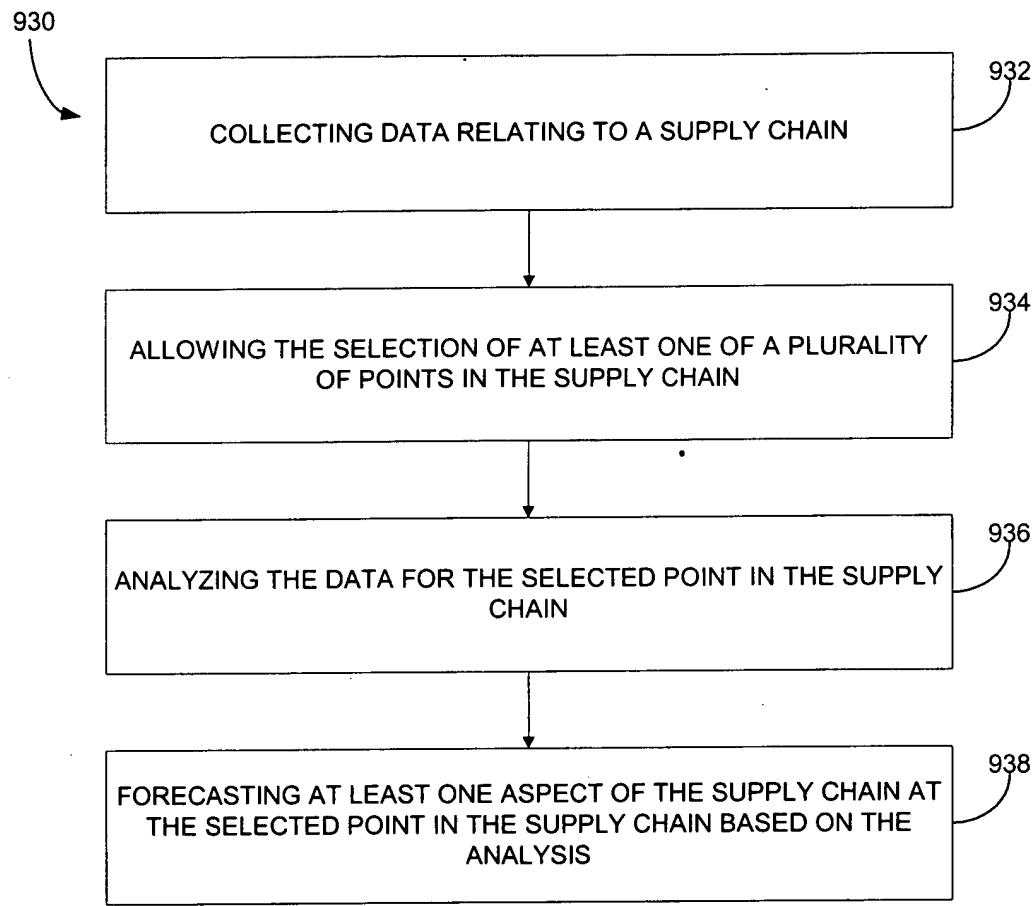
**FIG. 6**



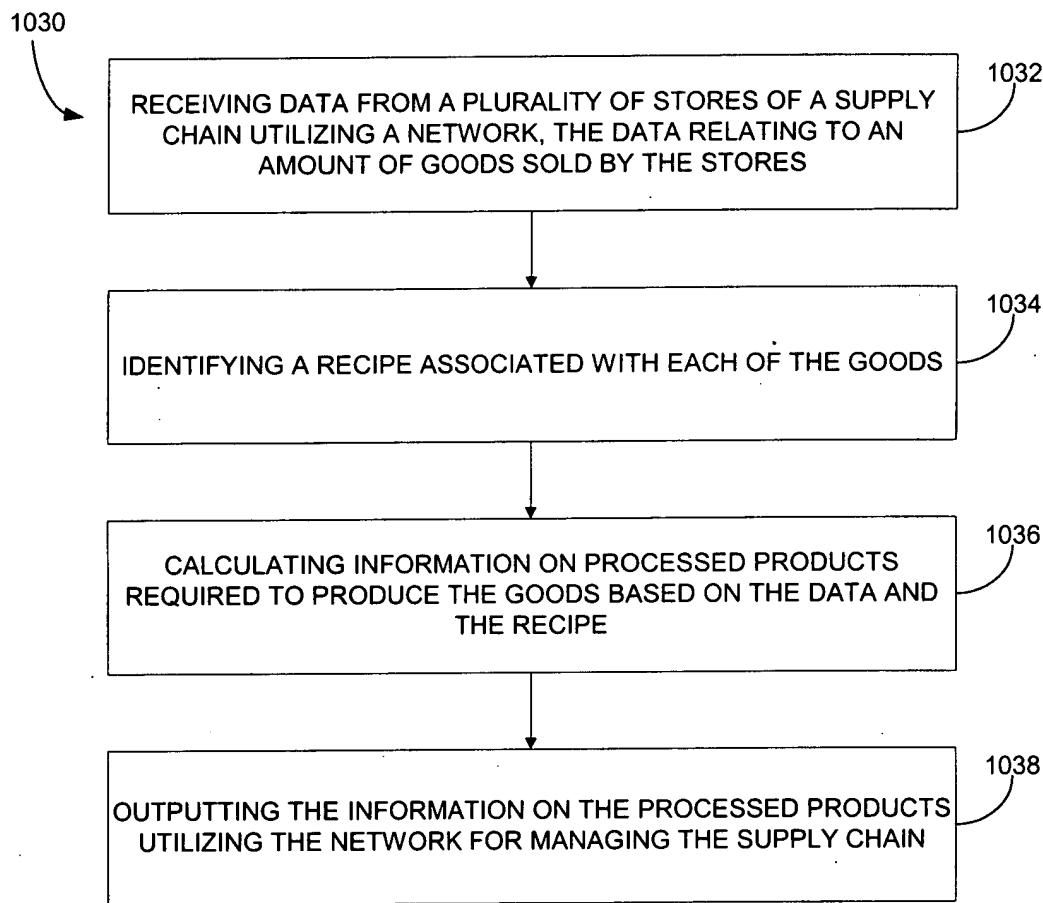
**FIG. 7**



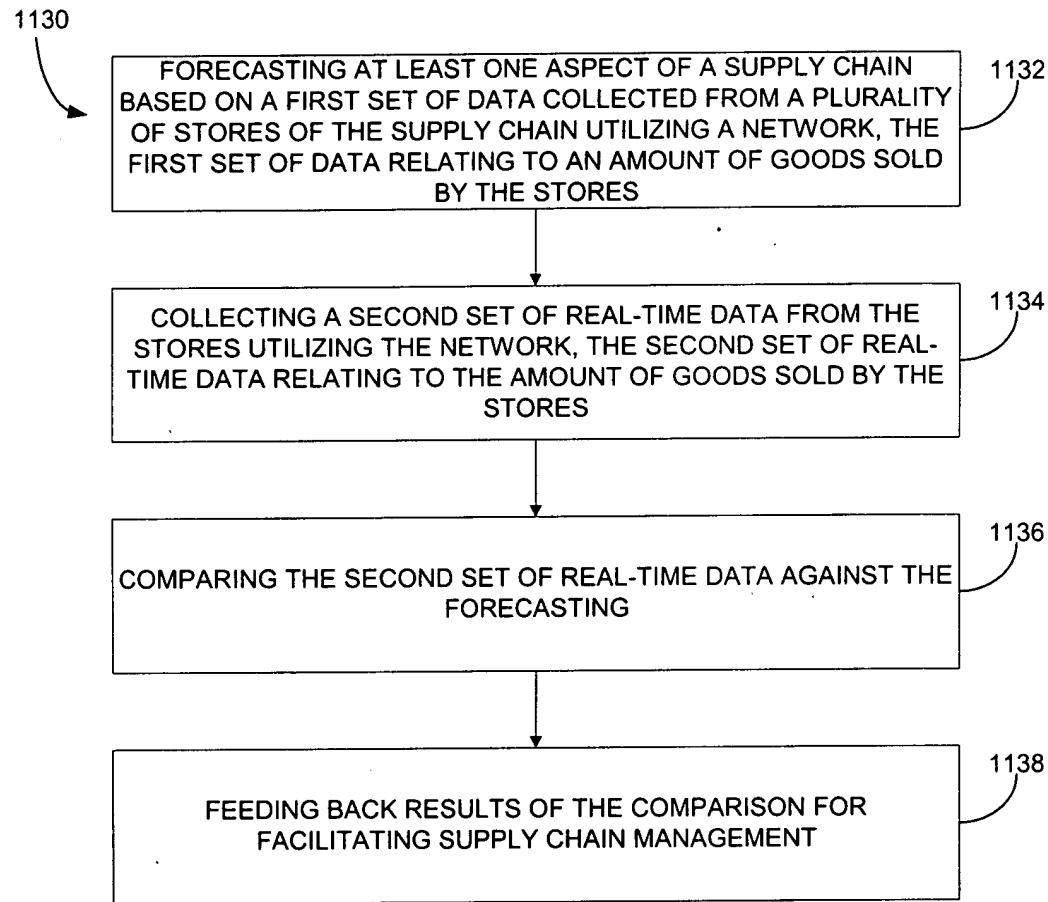
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

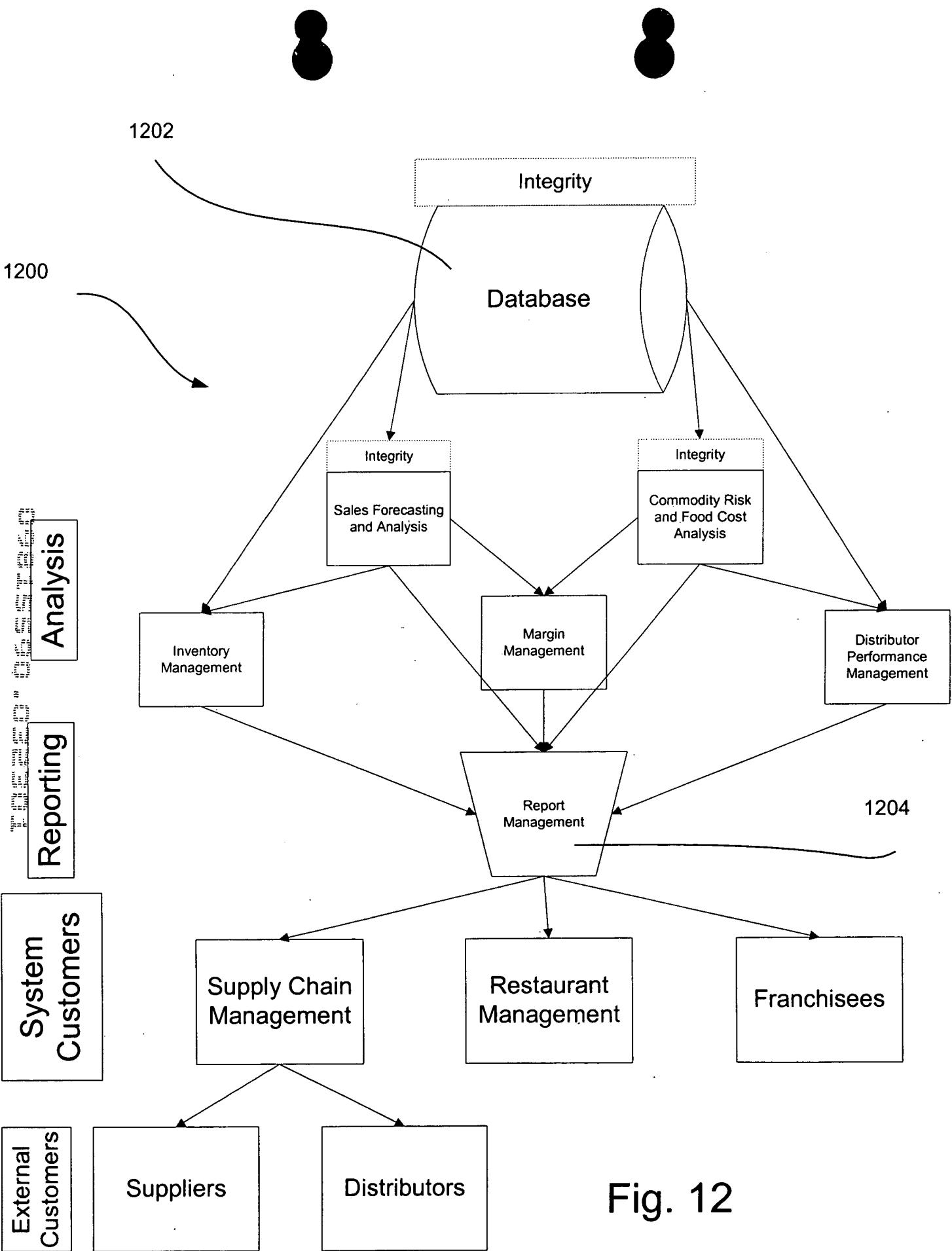
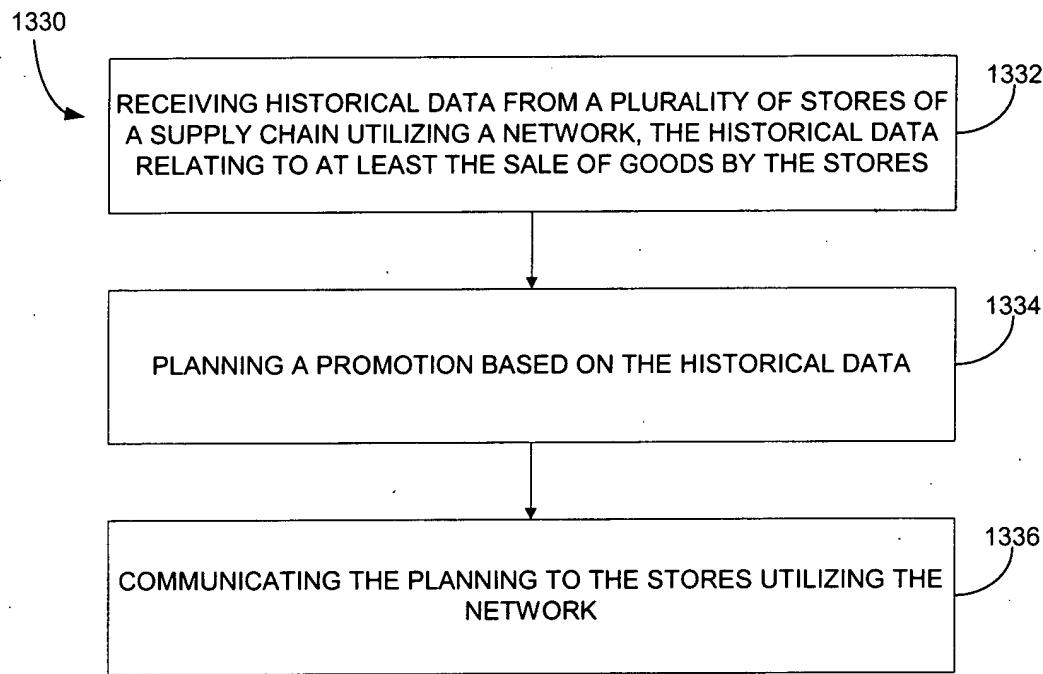
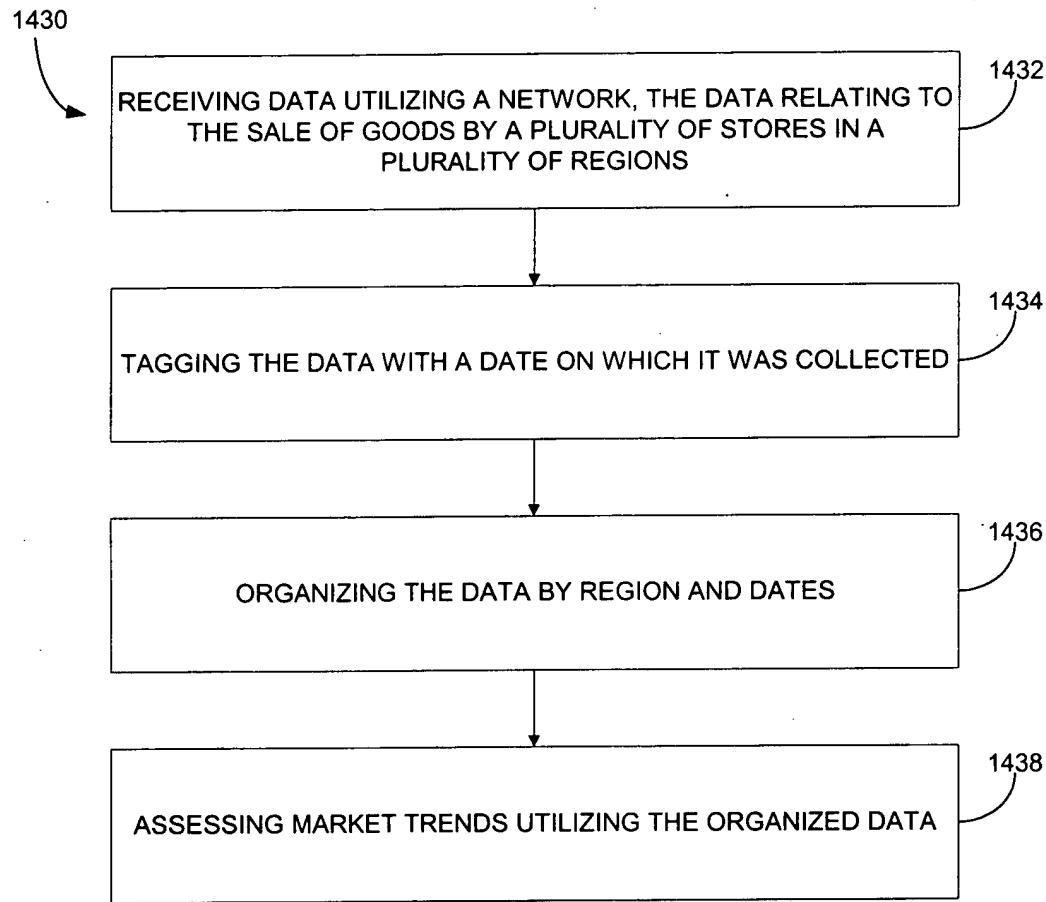


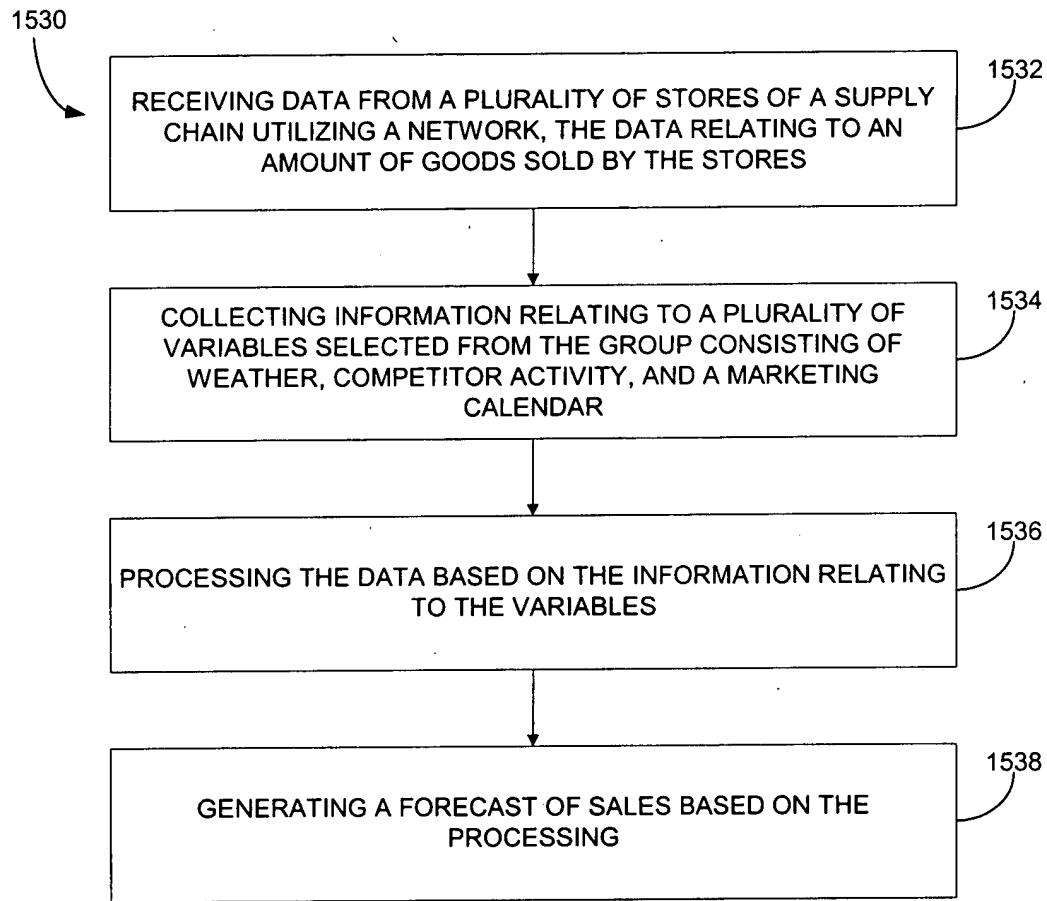
Fig. 12



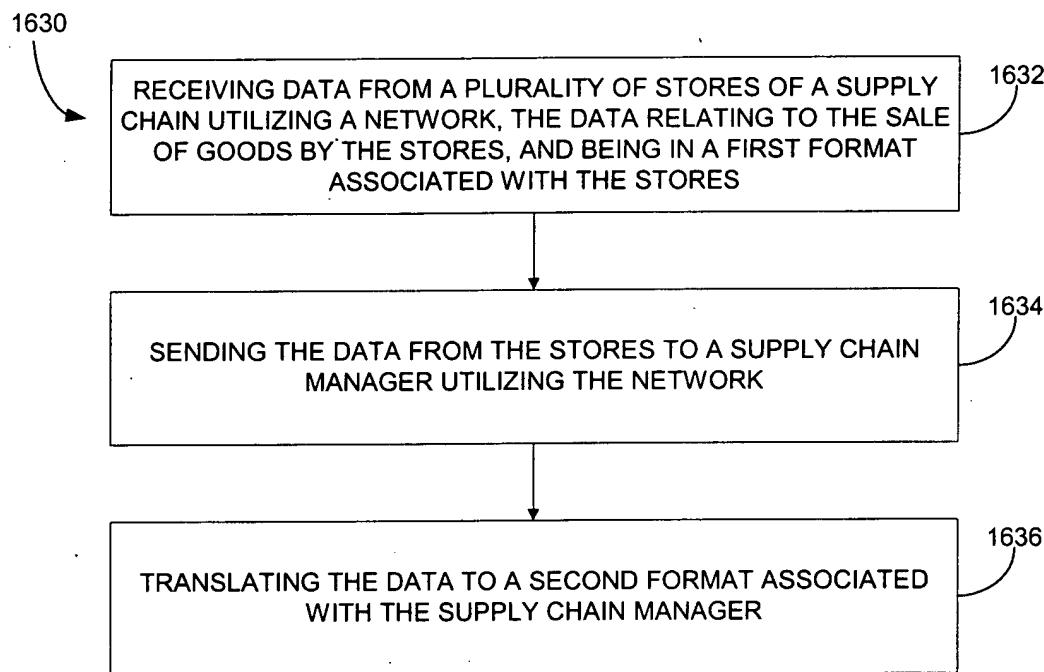
**FIG. 13**



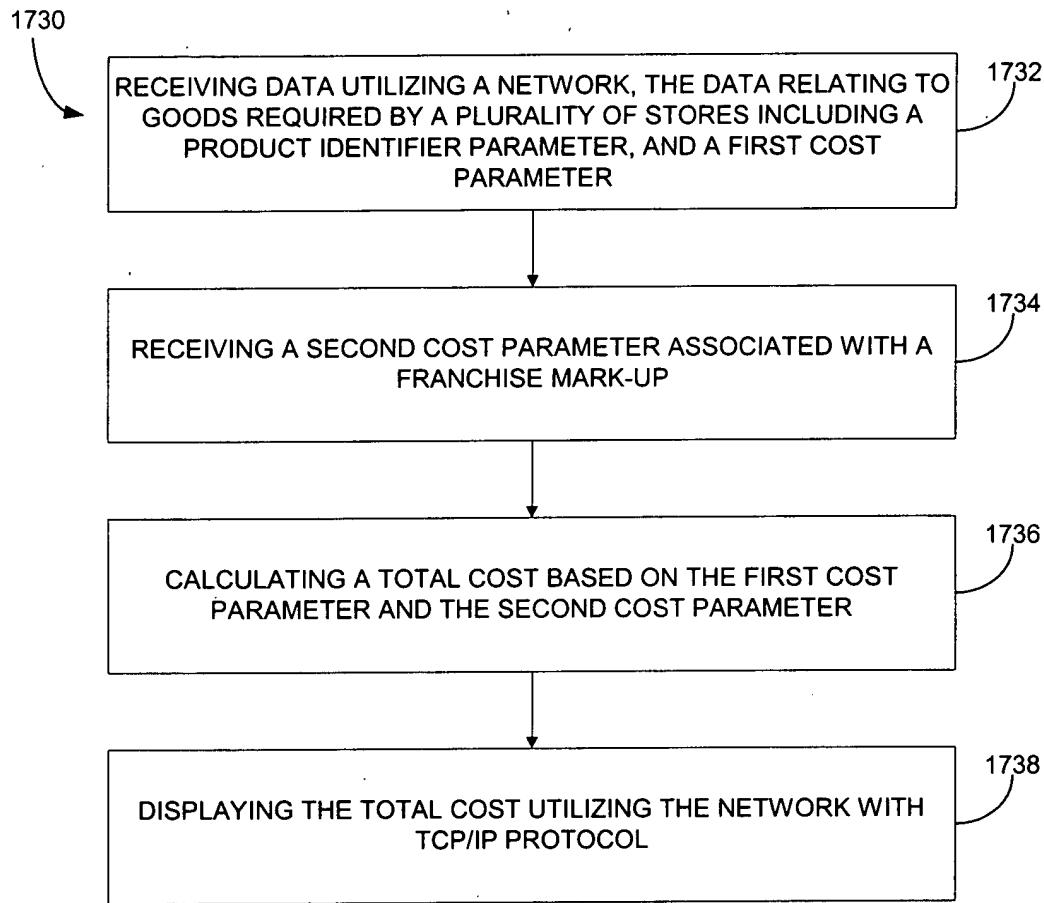
**FIG. 14**



**FIG. 15**

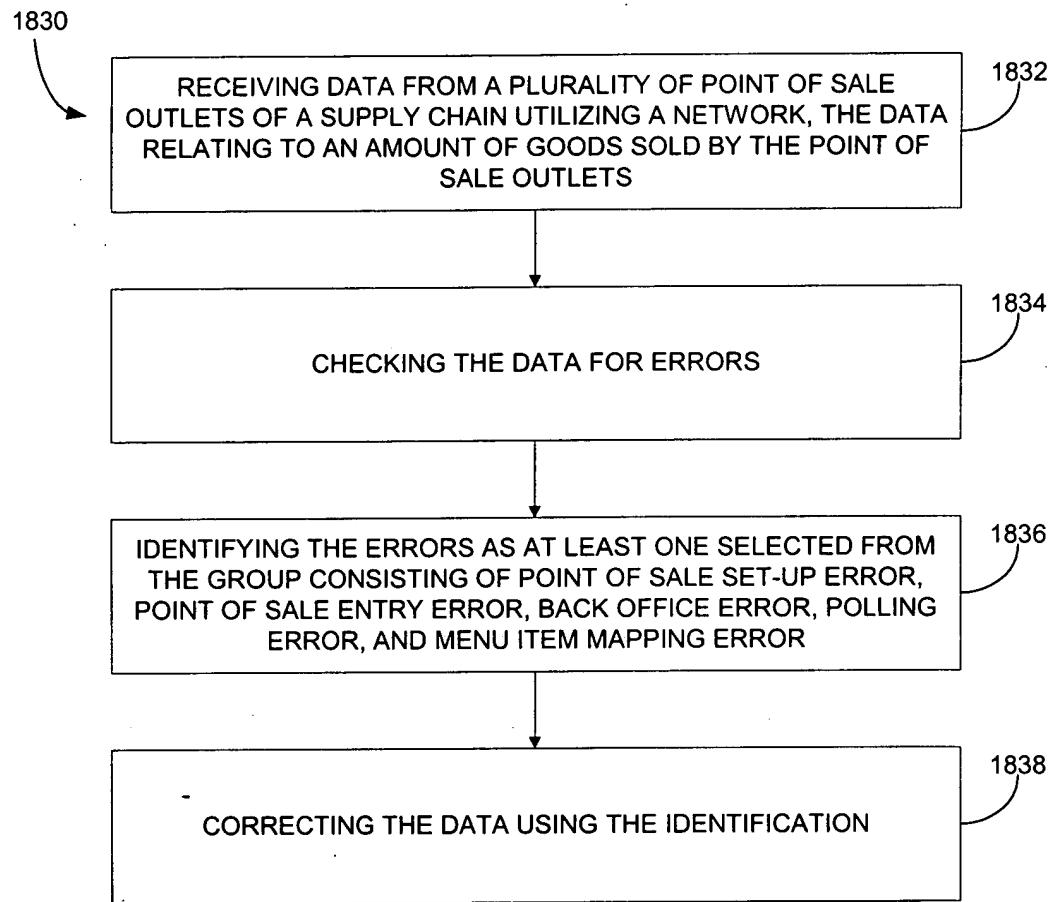


**FIG. 16**



**FIG. 17**

1830  
1832  
1834  
1836  
1838



**FIG. 18**

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY  
CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF GOODS BY THE STORES

1930

1932

IDENTIFYING A TIME FRAME OF A PLURALITY OF PAST  
PROMOTIONS

1934

ANALYZING THE DATA FOR EACH OF THE PAST PROMOTIONS  
UTILIZING THE ASSOCIATED TIME FRAME

1936

COMPARING THE ANALYSIS OF THE PAST PROMOTIONS

1938

**FIG. 19**

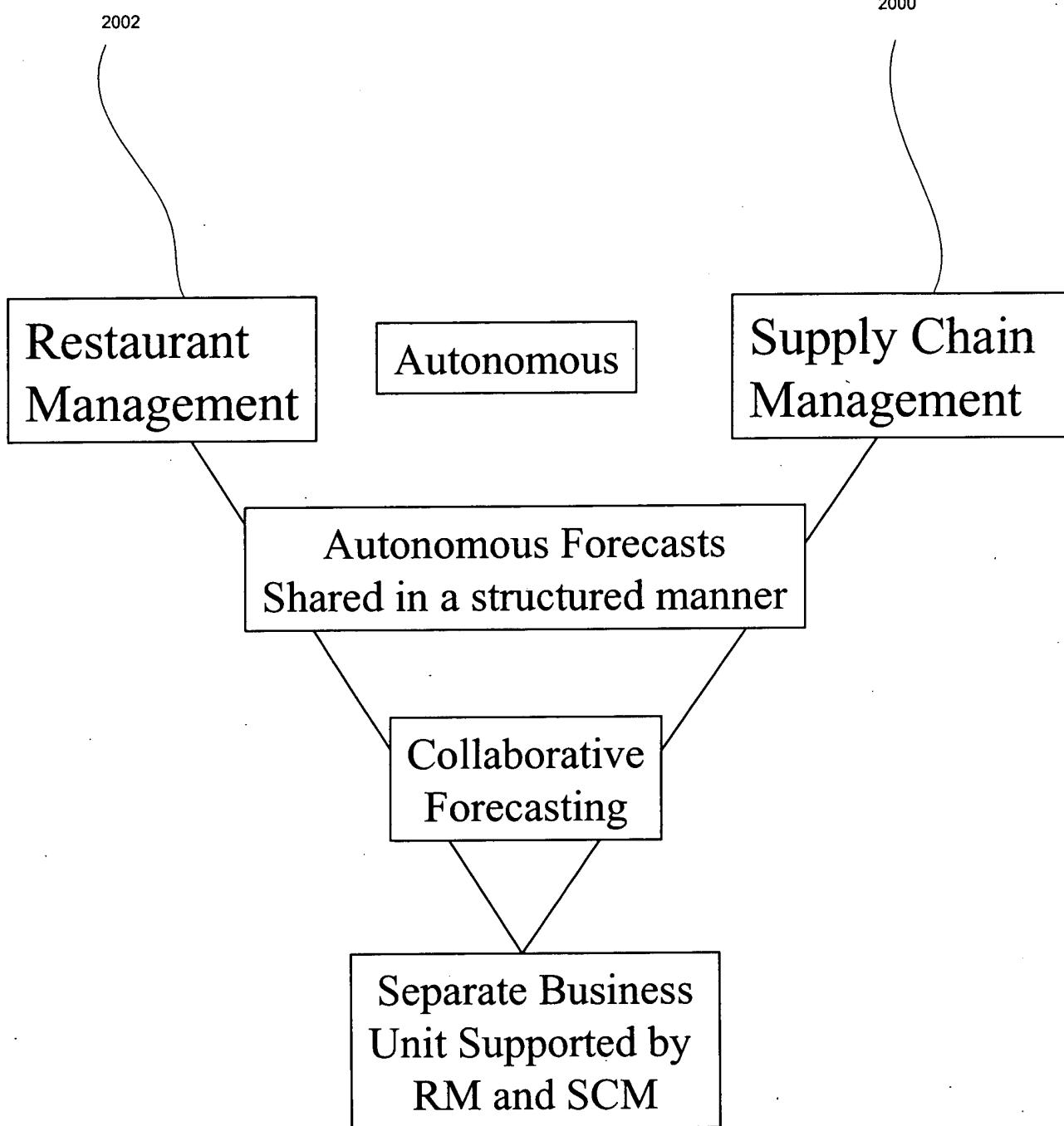
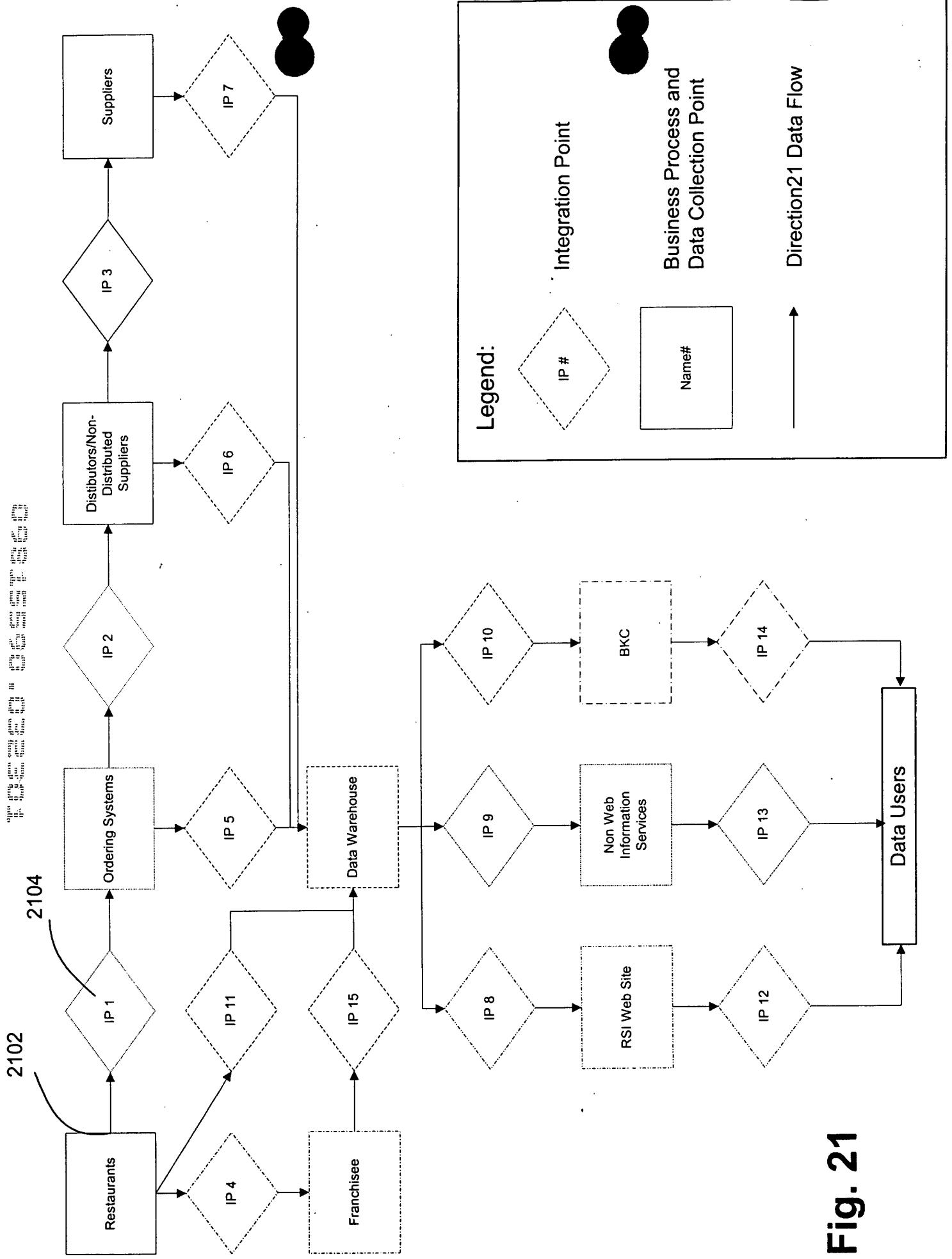


Fig. 20



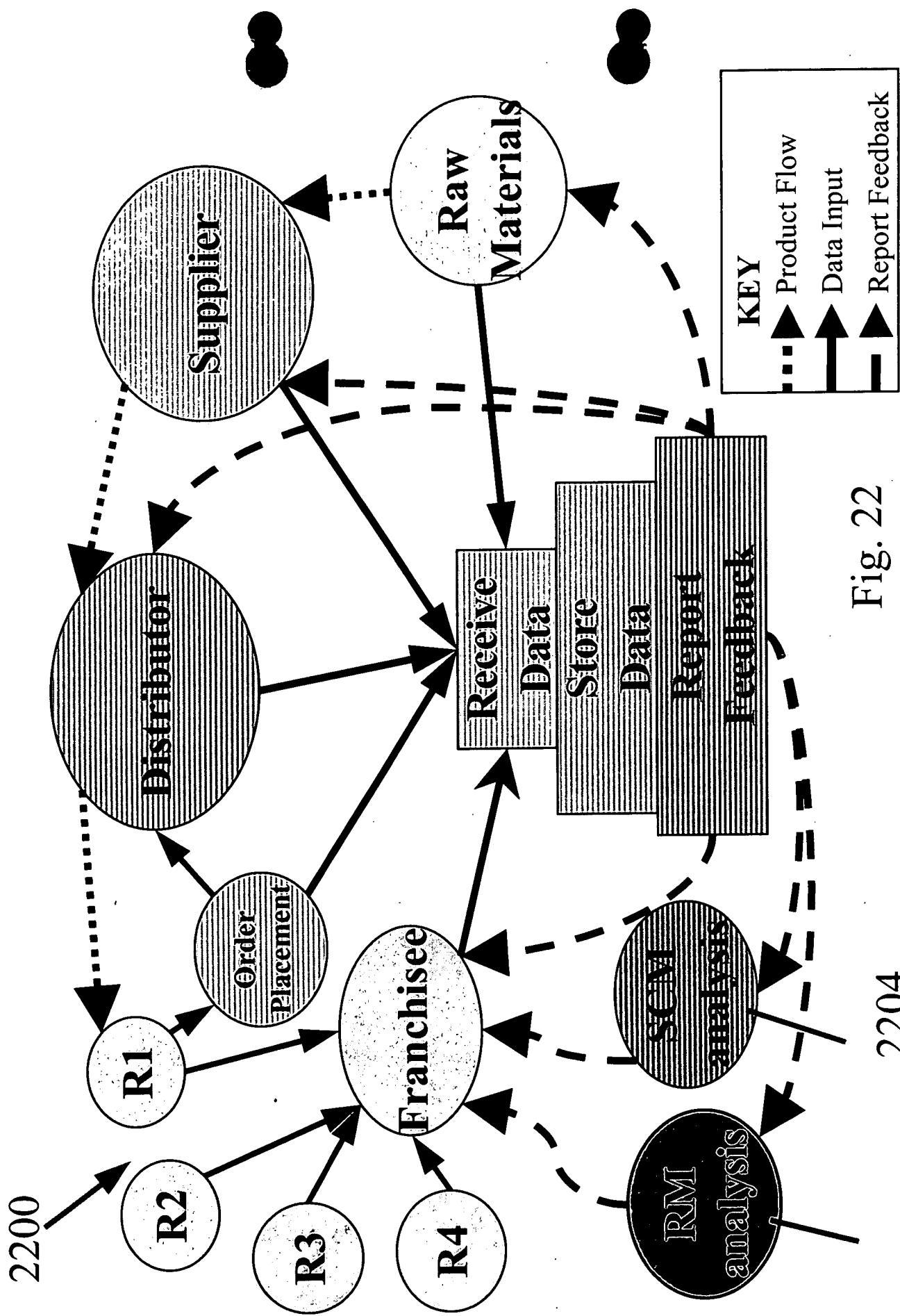
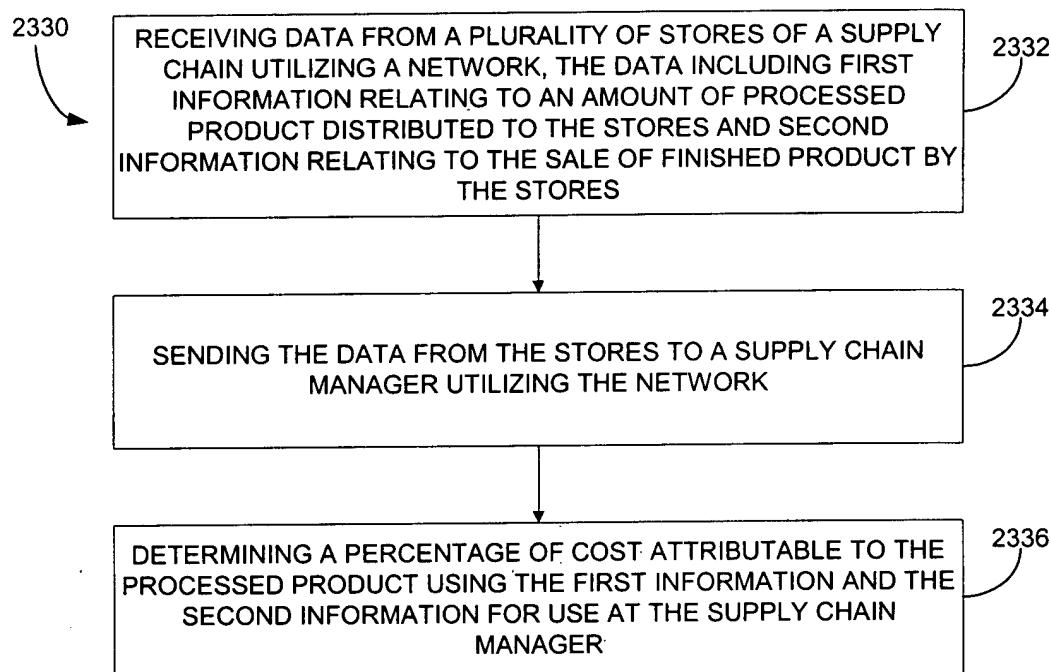


Fig. 22

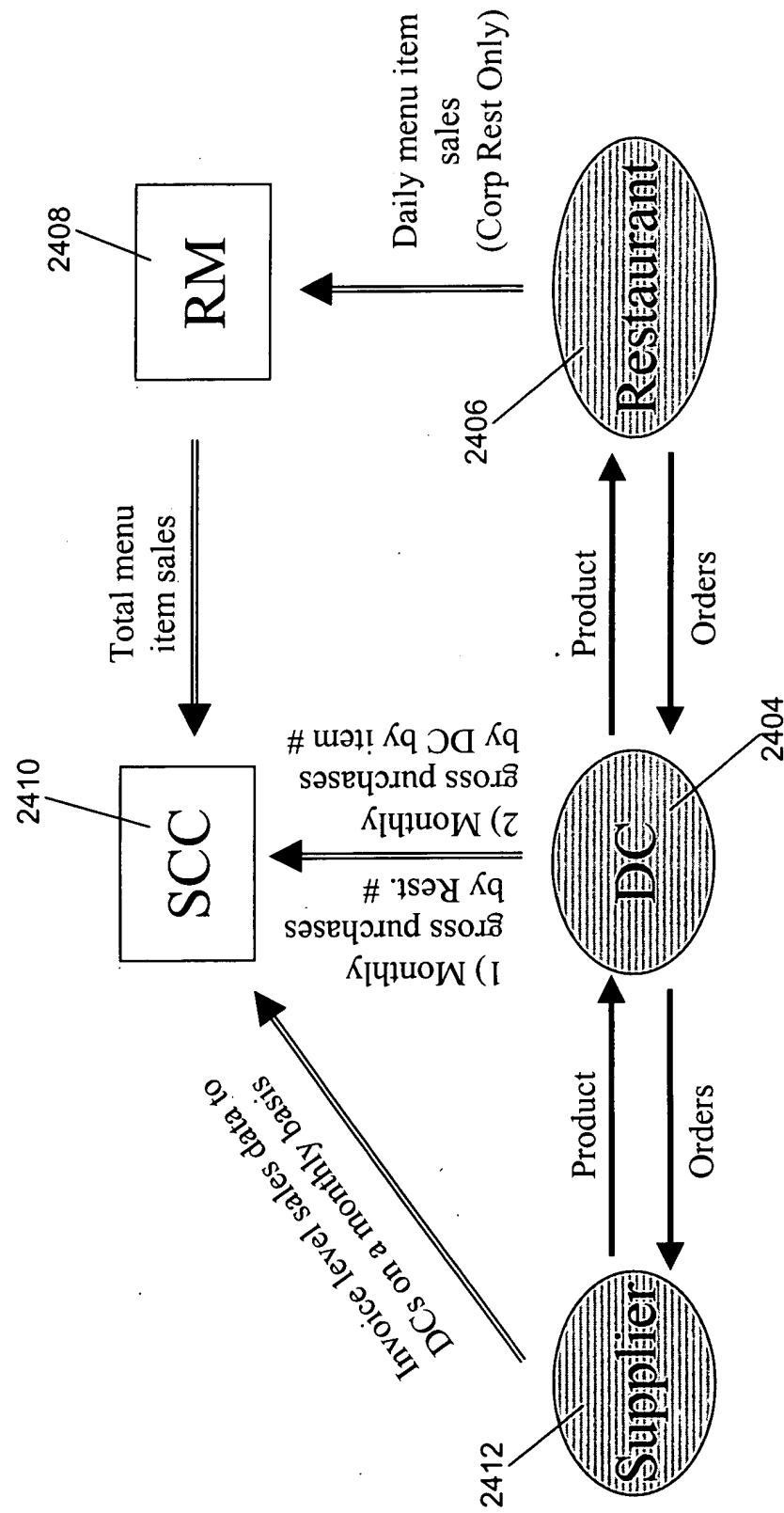
2204

2202

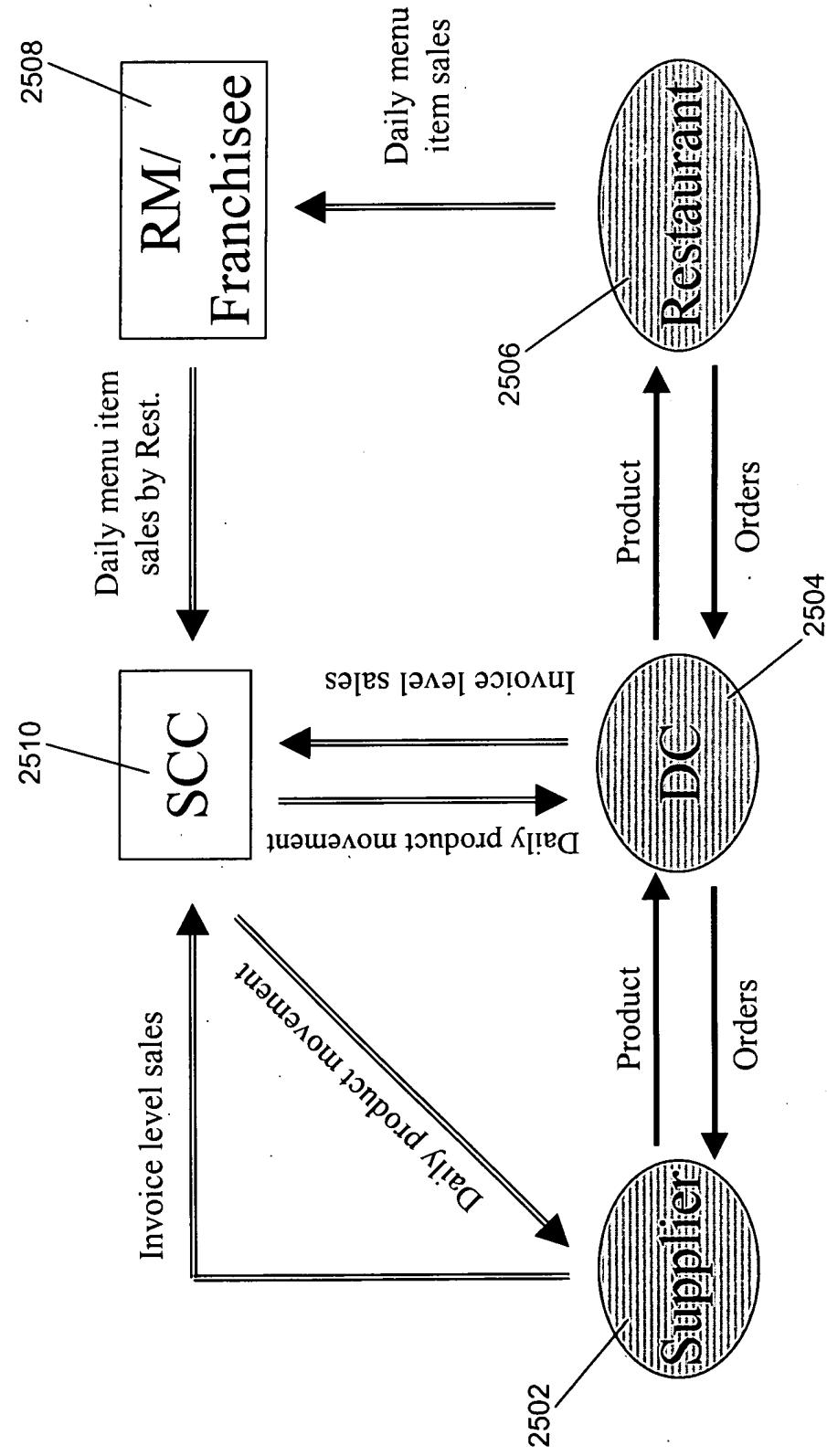


**FIG. 23**

**FIG. 24**



**FIG. 25**



**FIG. 26**

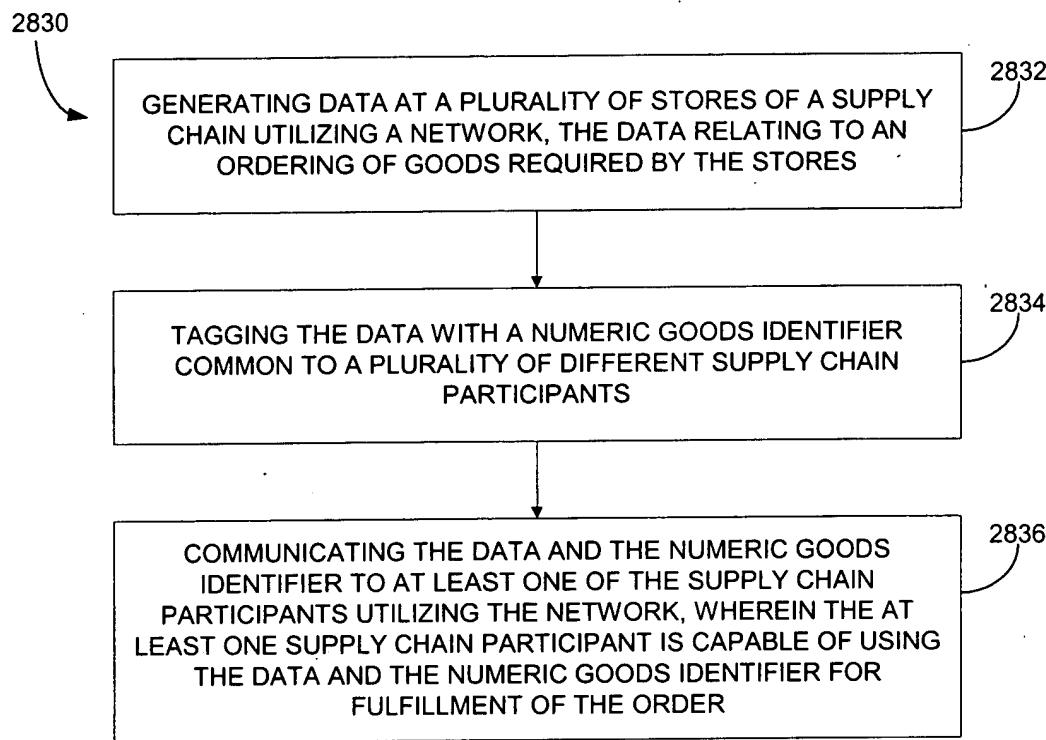
**FIG. 27**

2700

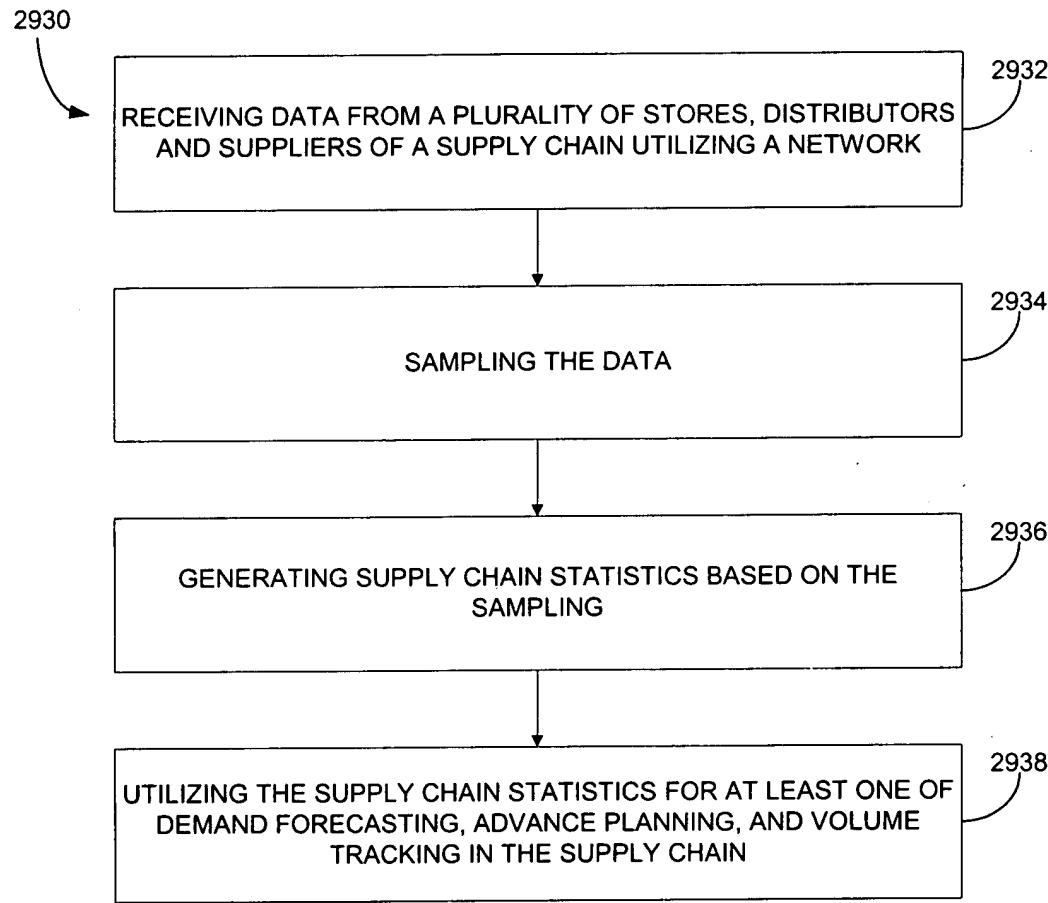
**Promotional Monitor - System & Regional**

Category	Segment	History				Week #1				Total	
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4		
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513	\$4,200 \$26,250
Whopper Total	WHOPPERS	215	211	228	269	32	34	37	37	40	60 46 286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35 26 165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180 137 857
Whopper Total	1,060	1,032	1,090	1,244	144	157	170	170	183	275	209 1,309
<i>Variance from Expected (Highlighted Areas are Outside of Expected Range)</i>											
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0% 8.0% 6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0% 9.0% 6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0% 7.0% 7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3% 8.0% 6.9%

2702



**FIG. 28**



**FIG. 29**

3000  
3002  
3004

Distribution Center:	Alliant Topeka
Time Period (Month/Yr):	Jun-00

Delivery Order Fill Rate

Total Cases Ordered:	65712
----------------------	-------

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

On-Time Delivery Rate

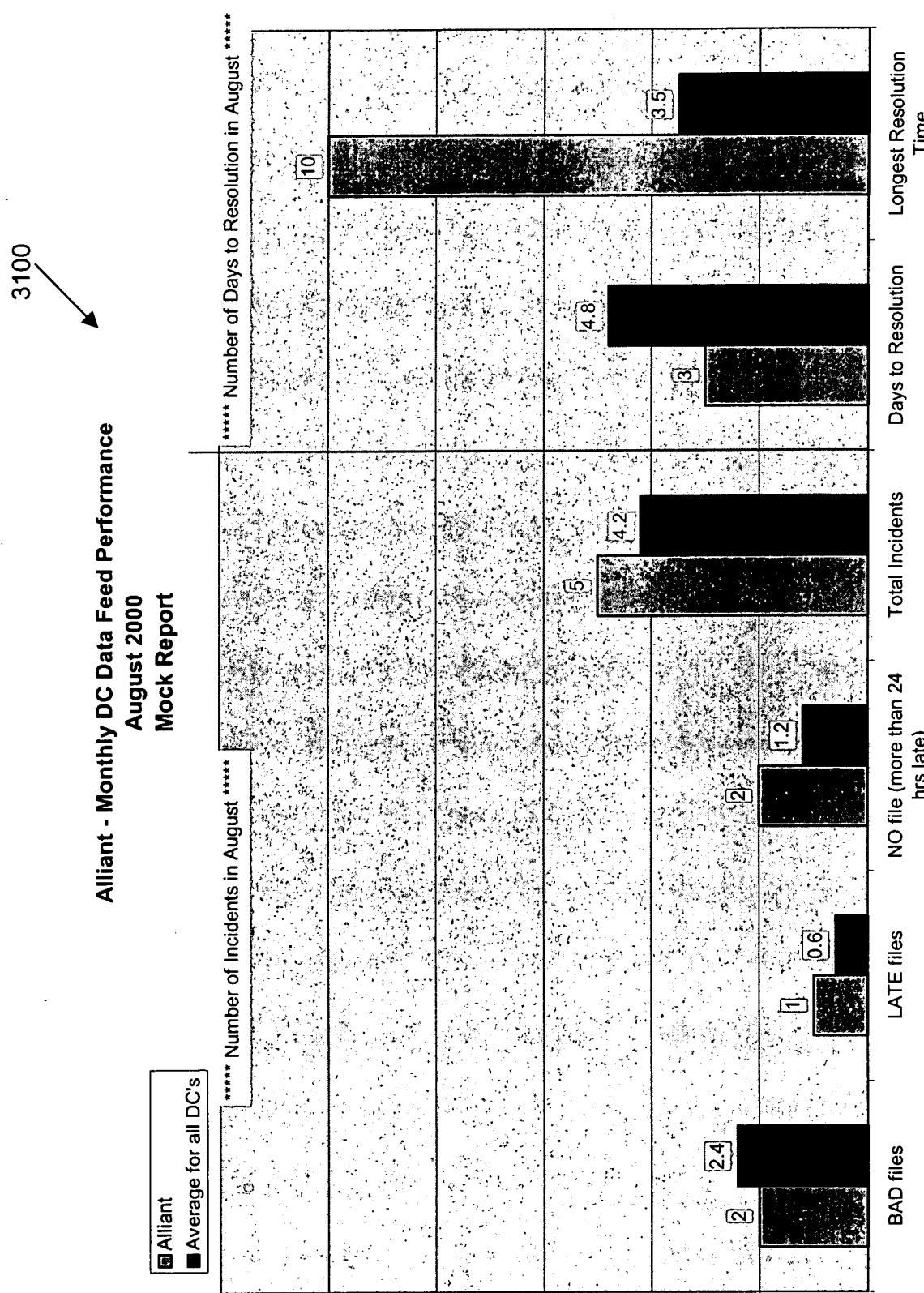
Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

**FIG. 31**





## Service Level Reporting

### August

3200

	Fill Rate	On-Time	Perfect Order
Alliant Paducah	99.14%	90.08%	
Alliant Topeka			
Alliant Wixom	99.05%	99.57%	
King Atlanta	99.34%	92.91%	78.70%
King Jacksonville	99.65%	98.55%	80.90%
King Louisville	99.45%	91.55%	86.98%
Maines 29 Conklin			
Maines 30 Cleveland			
Maines Long Island			
Maines New England			
MBM Fullerton			
MBM Louisville			
MBM Orlando			
MBM Rocky Mount			
McCabe's			
McLane Lubbock			
Nicholas & Co.			
PFD Supply			
PFG Victoria			
PYA Monarch			
Rainham-Cedartown Rapids			
Rainham-Oak Creek			
Rainham-Roberts			
Restaurants NW			
Shamrock Commerce City			
Shamrock Phoenix			
Sigma Manufacturing			
Sigma Stockton			
Sasco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

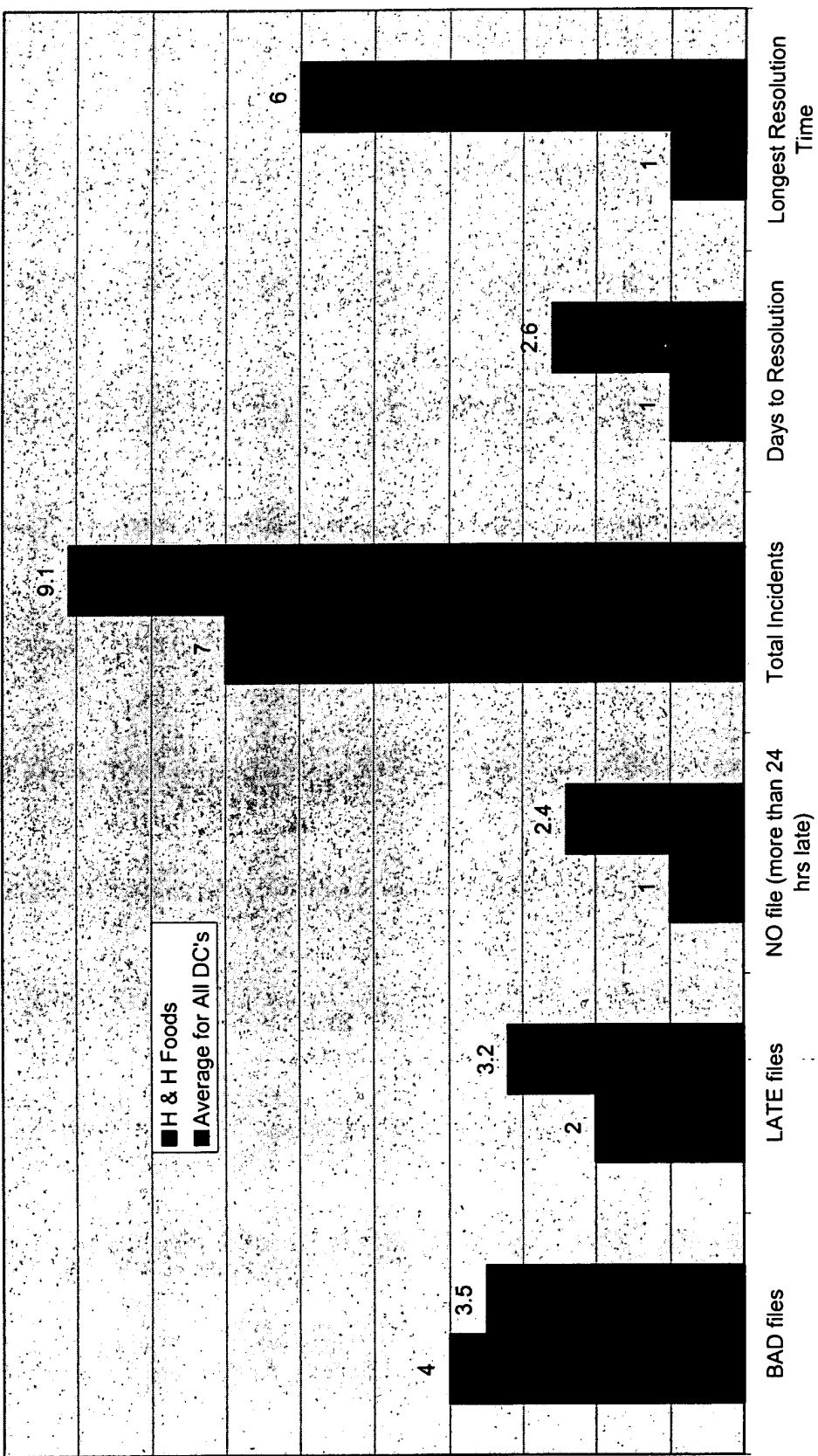
# FIG. 33

<b>Vendor:</b>	XYZ Company	3300	<b>Inventory Management:</b>	Average Days On Hand SKU #1 19 SKU #2 22
<b>Time Period:</b>	Aug-00	3300	<b>Delivery Statistics:</b>	DC Requested Lead-Time 4 DC Adherence to Lead-Time 95% Days Delivery Late 1.7 On-Time Delivery Percentage 95% Hours Delivery Late 0.93
			<b>Invoice, Payment and Pricing:</b>	Monthly Carrying Cost SKU #1 \$ 42,513 SKU #2 \$ 12,589 Average as % FOB 1.25%
				Days for Payment 12 Monthly FOB Variance \$ 30,152 Monthly Freight Variance \$ 3,594 Monthly Total Variance \$ 33,746
			<b>Invoice Accuracy:</b>	Invoice Fill Rate 97.25% PO Accepted Rate 99.00% Perfect Order Percentage 92.34%

**FIG. 34**

**H & H Foods - Monthly Supplier Data Feed Performance**  
August 2000  
Mock Report

3400 →



**FIG. 35**



3500

## Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,902	94.8%	2.33%
GOVARKINS INSTRUMENTS INC.	\$2,186	97.9%	2.41%
WHITEFORD FOODS INC.	\$0	92.1%	2.16%
LEPAGE BAKERY/COUNTRY KITCHEN	\$3,700	92.1%	1.94%
NC SYSTEMS MEDIA	\$0	90.1%	1.50%
SIGNATURE MEATS GROUP	\$0	95.1%	1.25%
SCHWEBEIS BAKING CO	\$0	93.6%	1.14%
MAULICUP	\$0	93.4%	2.51%
MIRAI PLASTICS	\$0	94.8%	2.44%
DIXIE PRODUCE & PACKAGING	\$0	93.4%	2.51%
NORDAKEING	\$0	93.6%	1.90%
FORTNAMES OPERATING COMPANY	\$0	93.6%	1.14%
FRESH ADVANTAGE INC	\$0	93.6%	1.14%
SILVERKING GEMCO CORP	\$0	93.4%	2.06%
IVYSON FOODS	\$0	94.8%	1.55%
READY ACCESS	\$0	93.4%	2.20%
GEORGIA PACKAGE ISSUE	\$0	93.4%	1.04%
GLOUGH ERIN PACKING	\$0	93.3%	2.98%
BEVERAGE SAIR	\$0	93.3%	2.98%
COMPONENT HARDWARE GROUPING	\$0	93.1%	2.98%
COCA-COLA USA	\$0	93.1%	2.98%
TOASTMASTER	\$1,190	93.1%	1.15%
GRANT COUNT MEAT ODS	\$0	96.3%	2.20%
FRESH EXPRESS	\$0	93.3%	2.98%
TAYLOR FARMS	\$0	93.3%	2.98%
MODULAR DISPENSING SYSTEM	\$0	93.4%	2.98%
CENTURY PRODUCTS LLC	\$3,423	93.3%	2.98%
ROSE PACKING COMPANY	\$0	93.3%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%,

OK
Didn't meet RSI Min.

## Mock Report/1

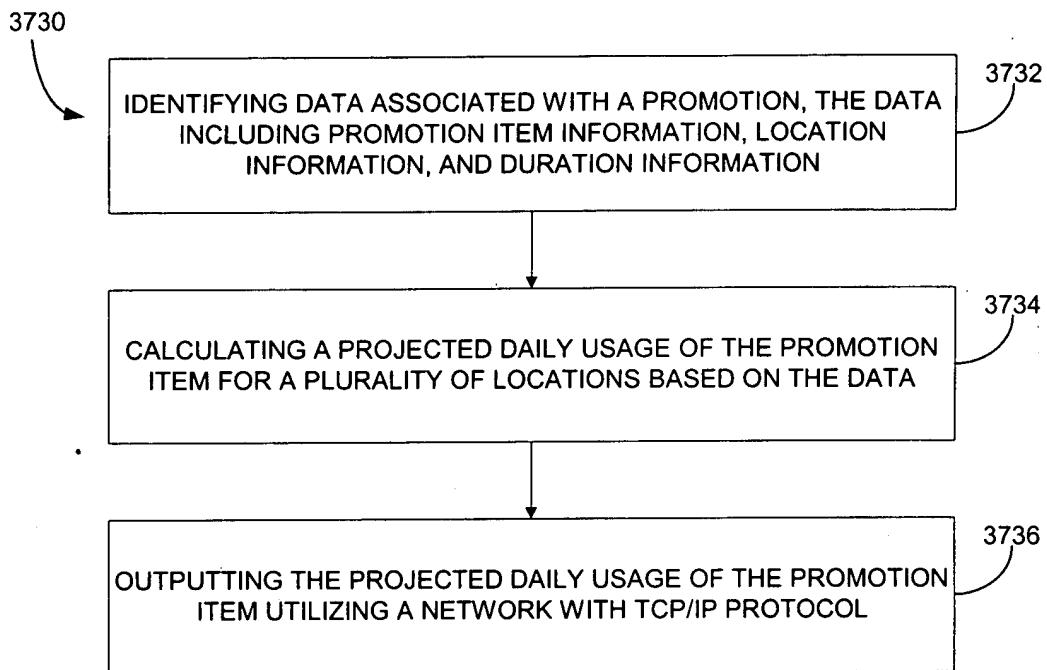
3600  
↓

	FY01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59		0.30					
Good/(Bad)									
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

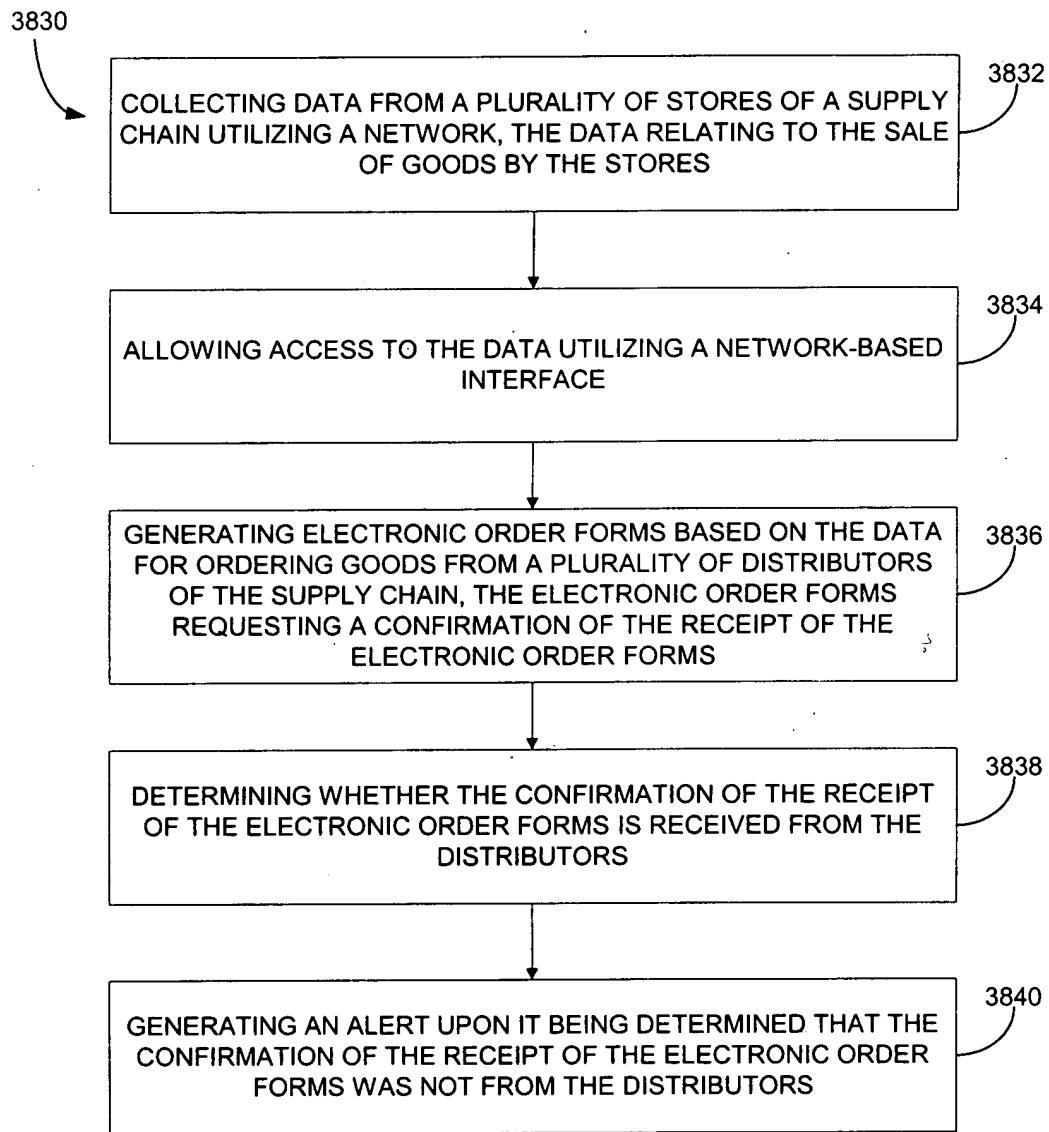
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

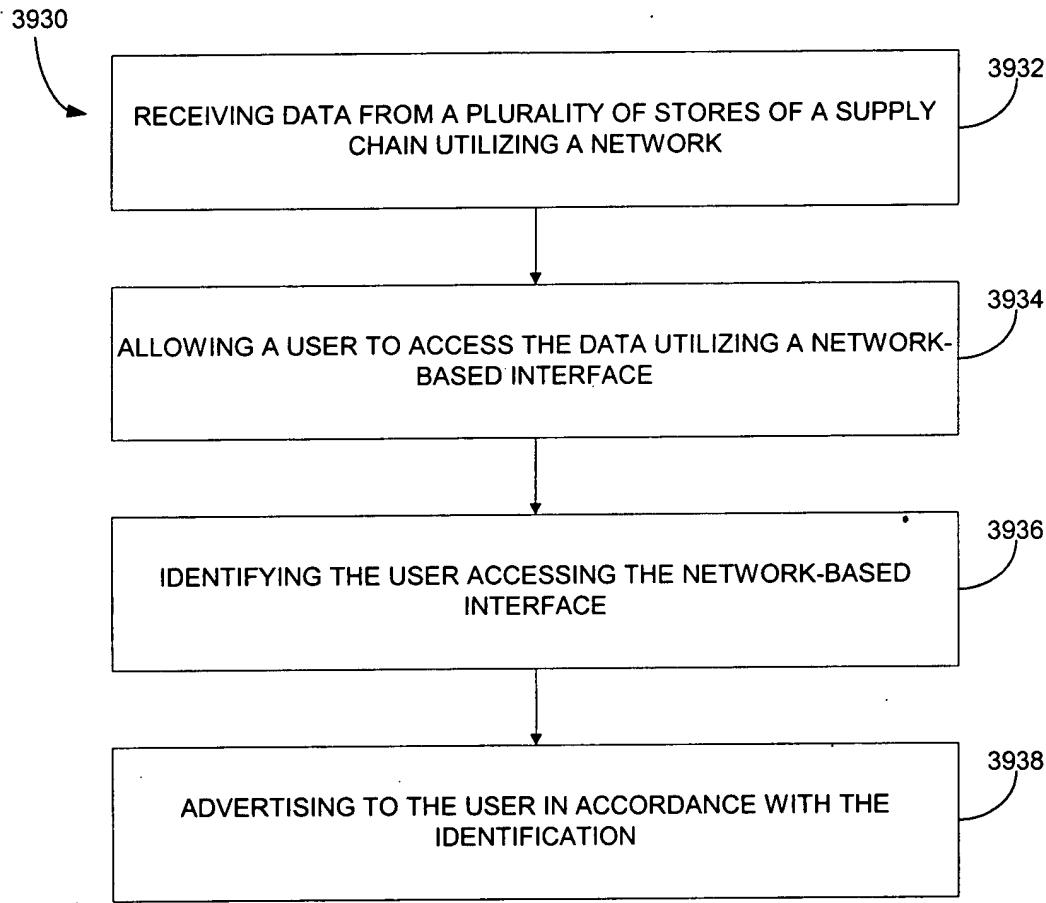
## FIG. 36



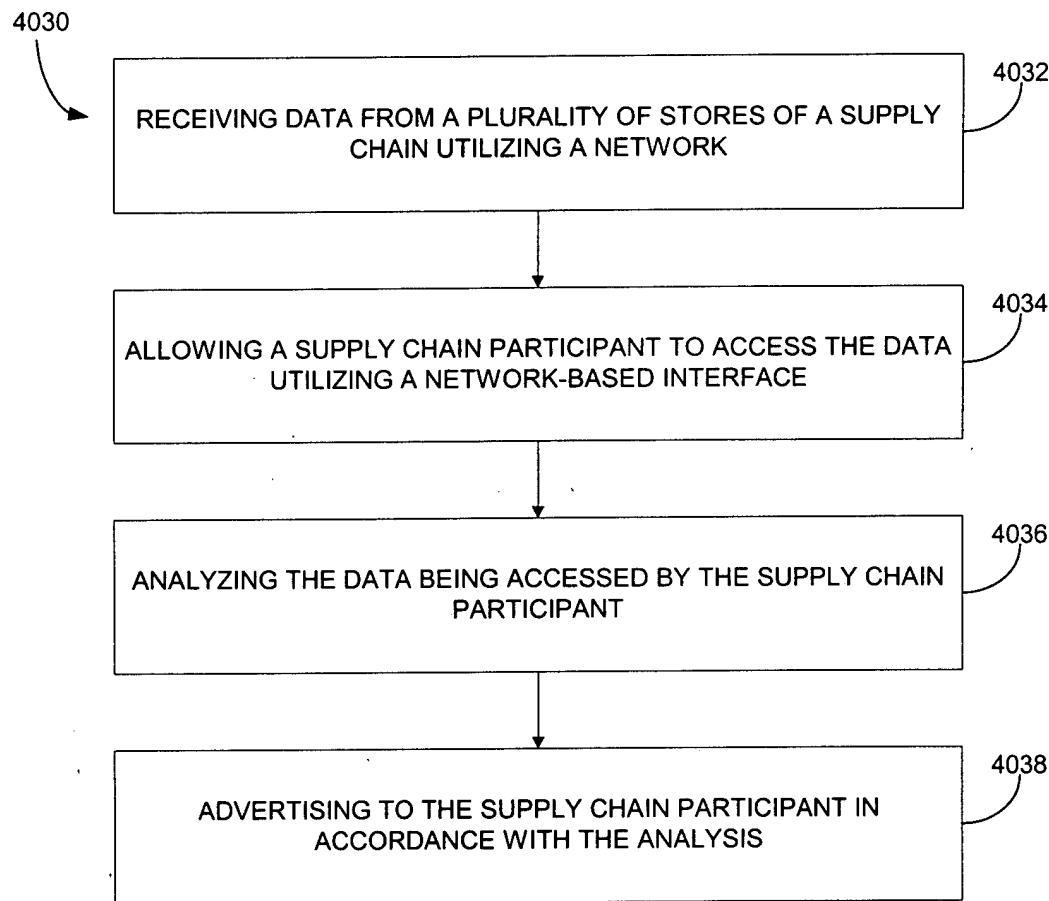
**FIG. 37**



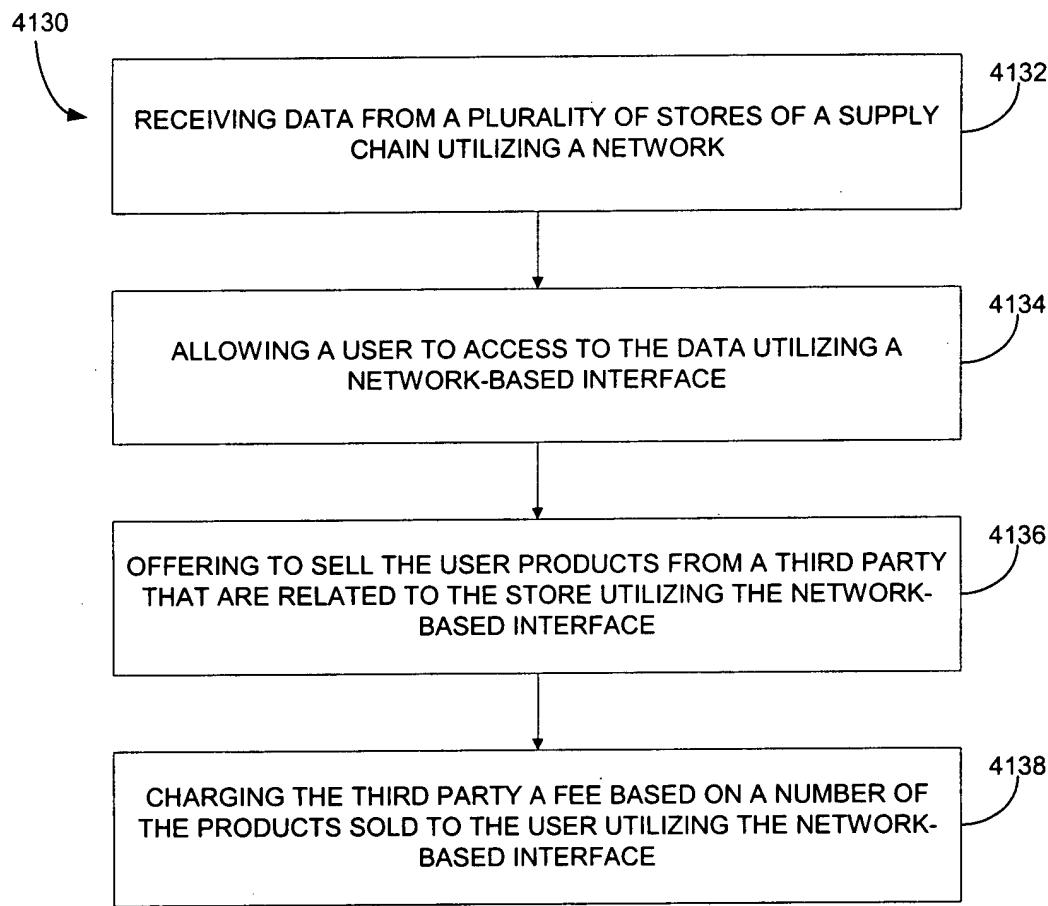
**FIG. 38**



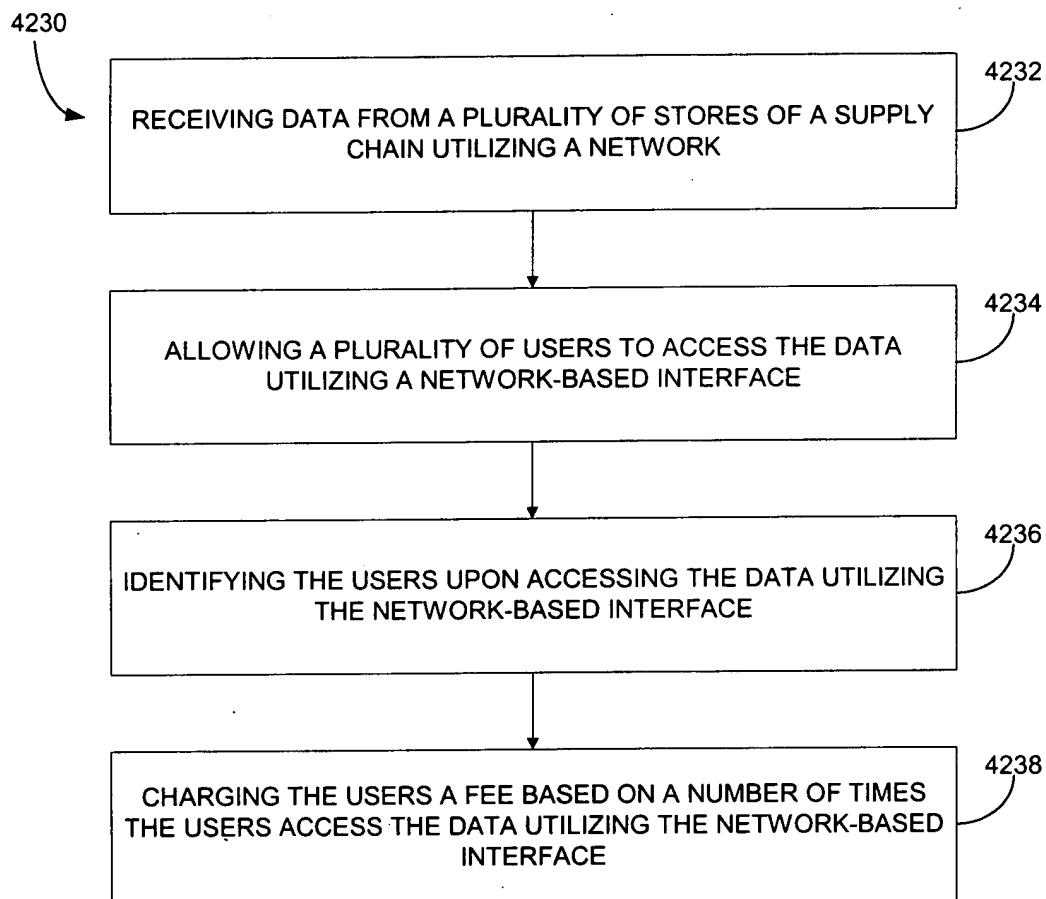
**FIG. 39**



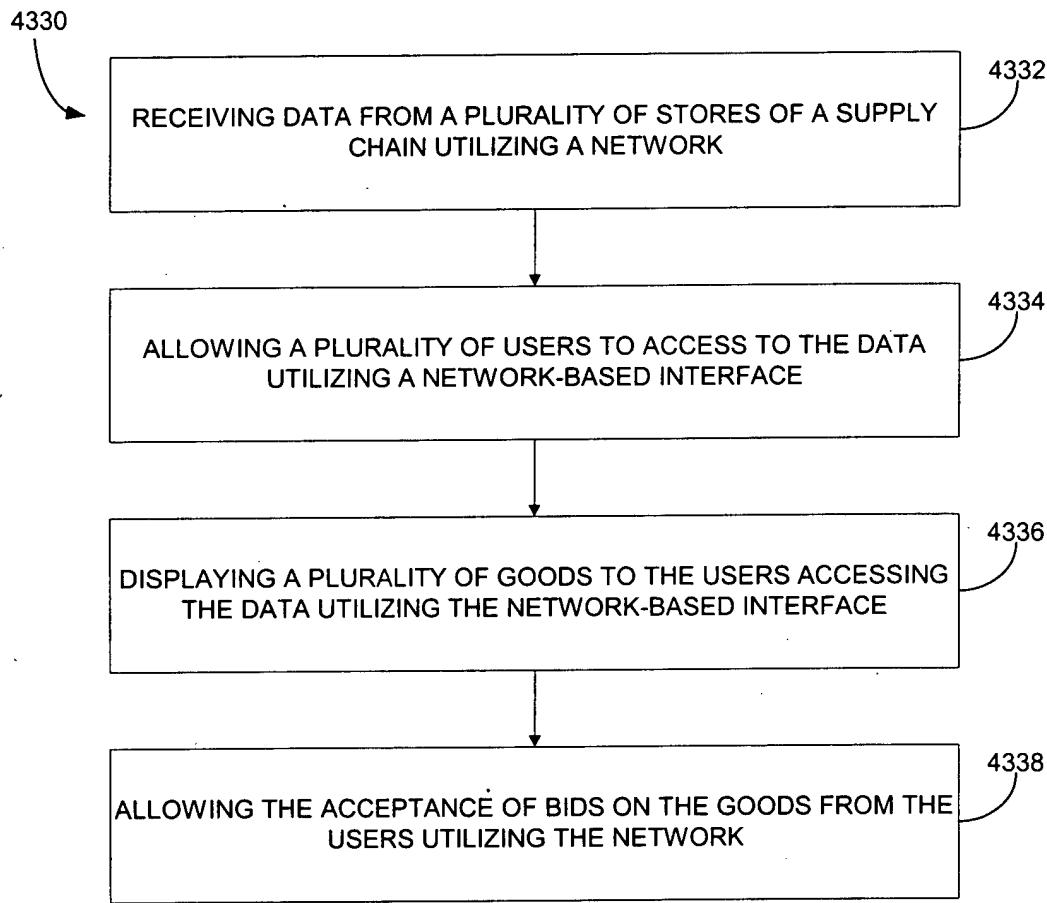
**FIG. 40**



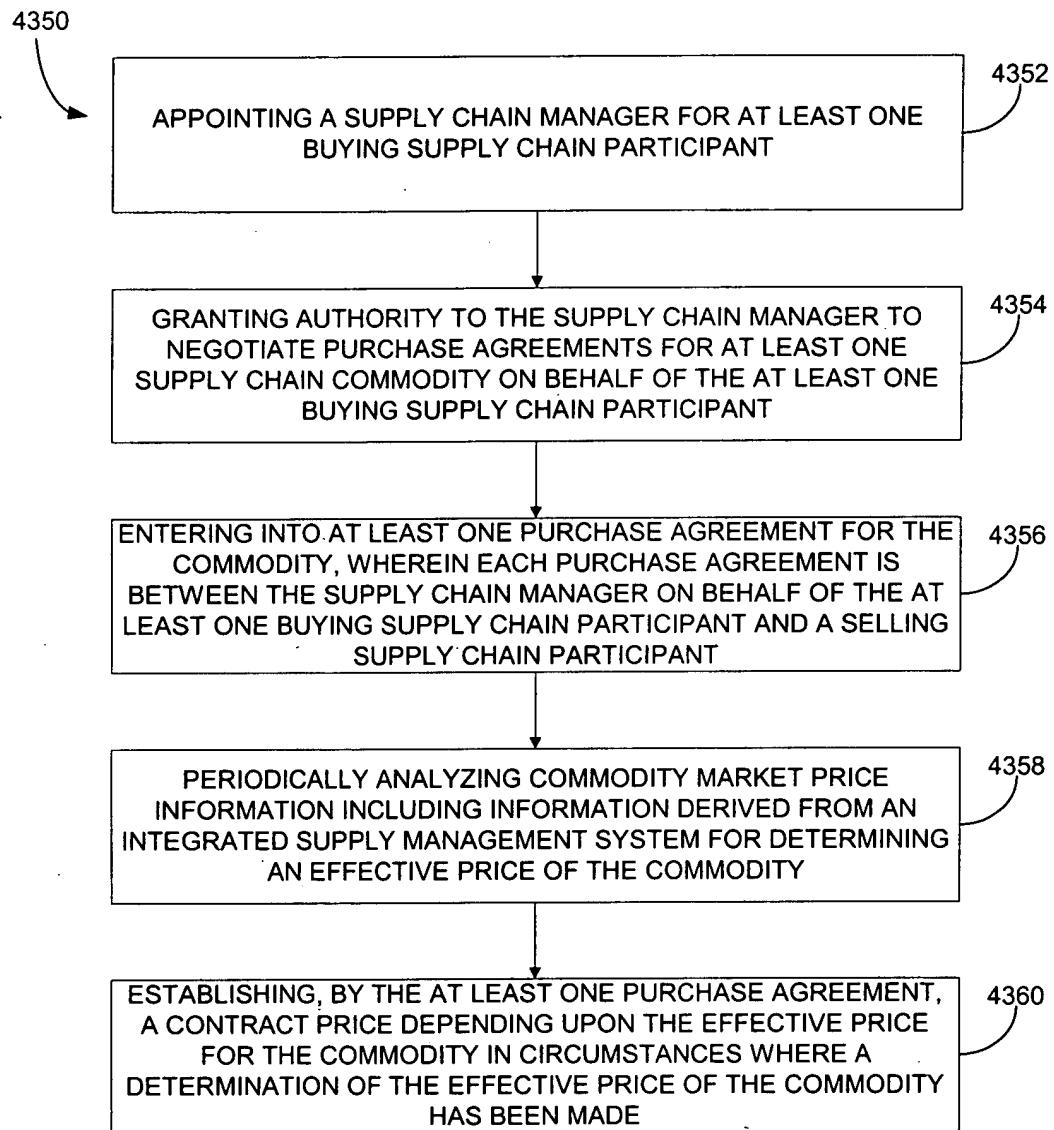
**FIG. 41**



**FIG. 42**

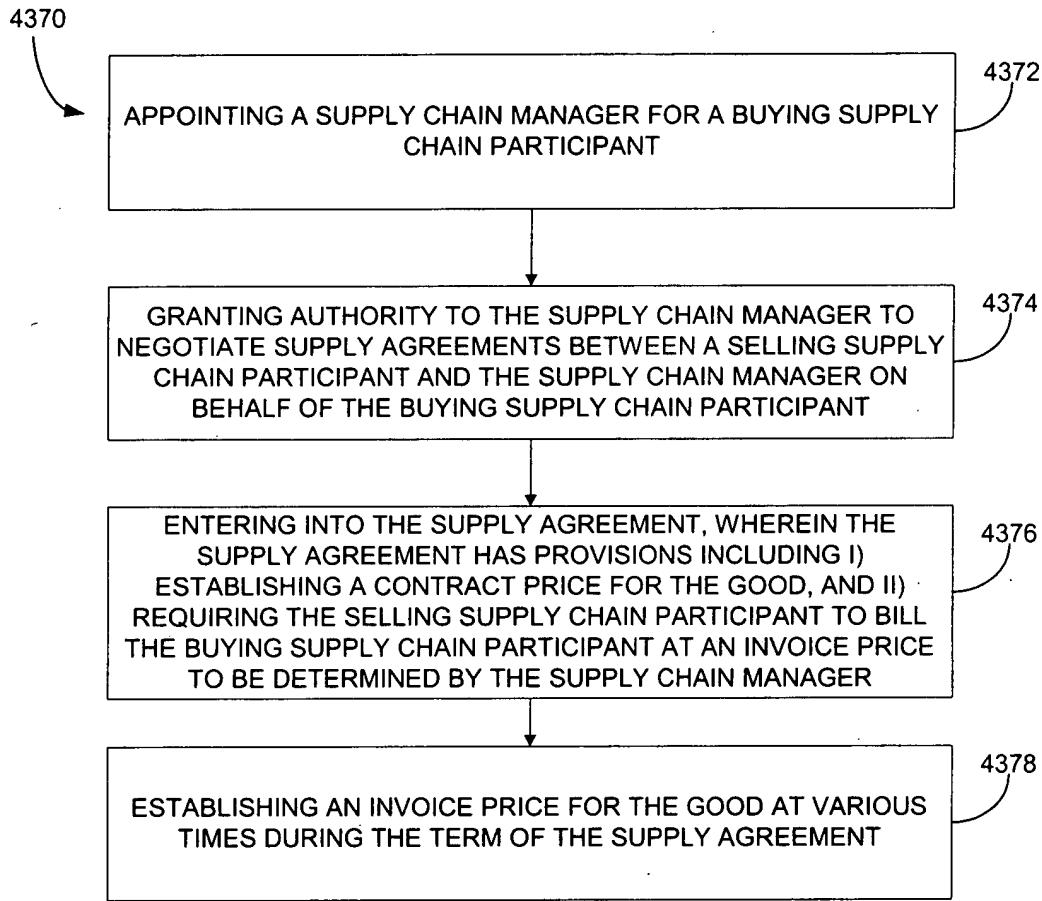


**FIG. 43A**

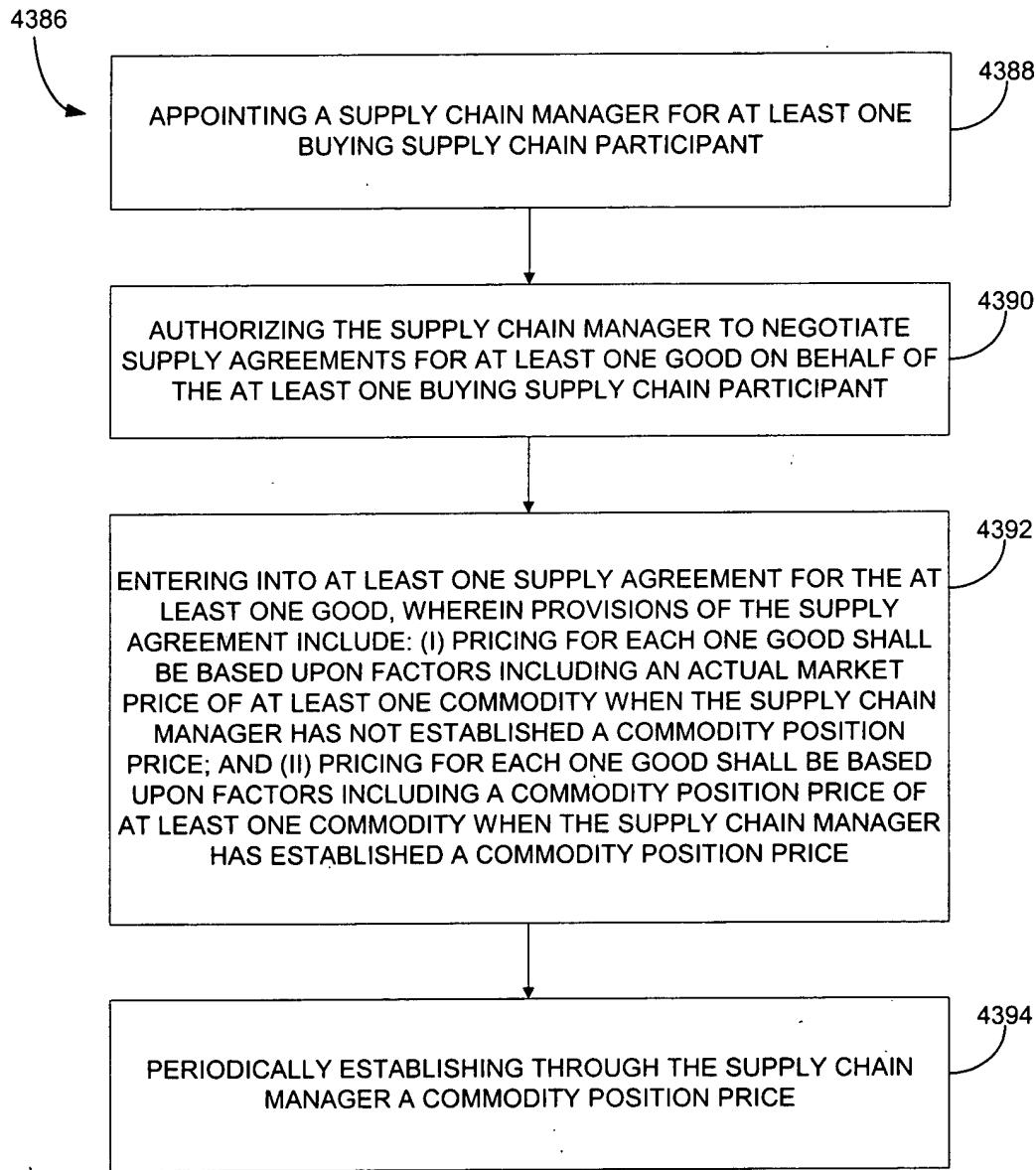


**FIG. 43B**

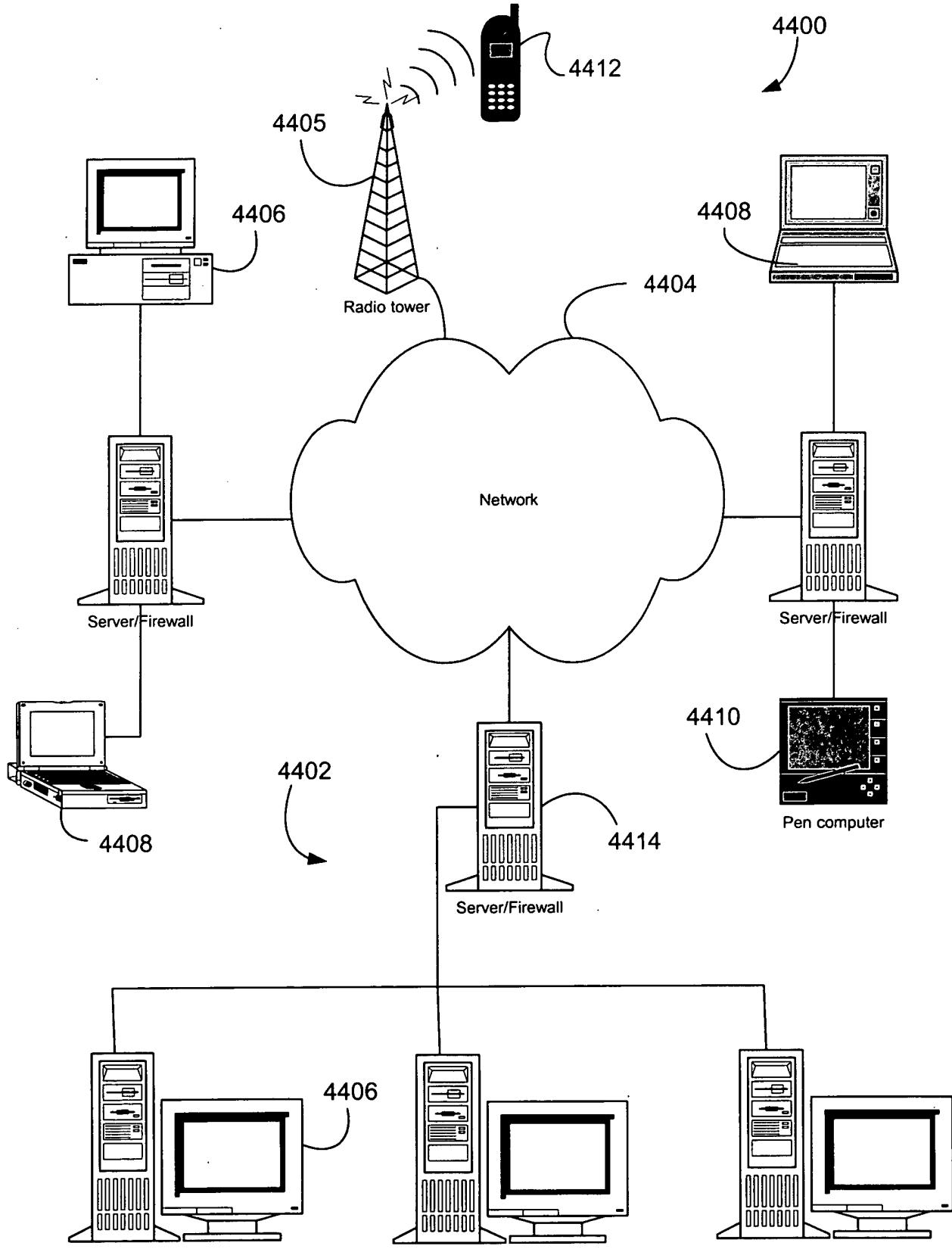
DO NOT REPRODUCE OR DISTRIBUTE



**FIG. 43C**

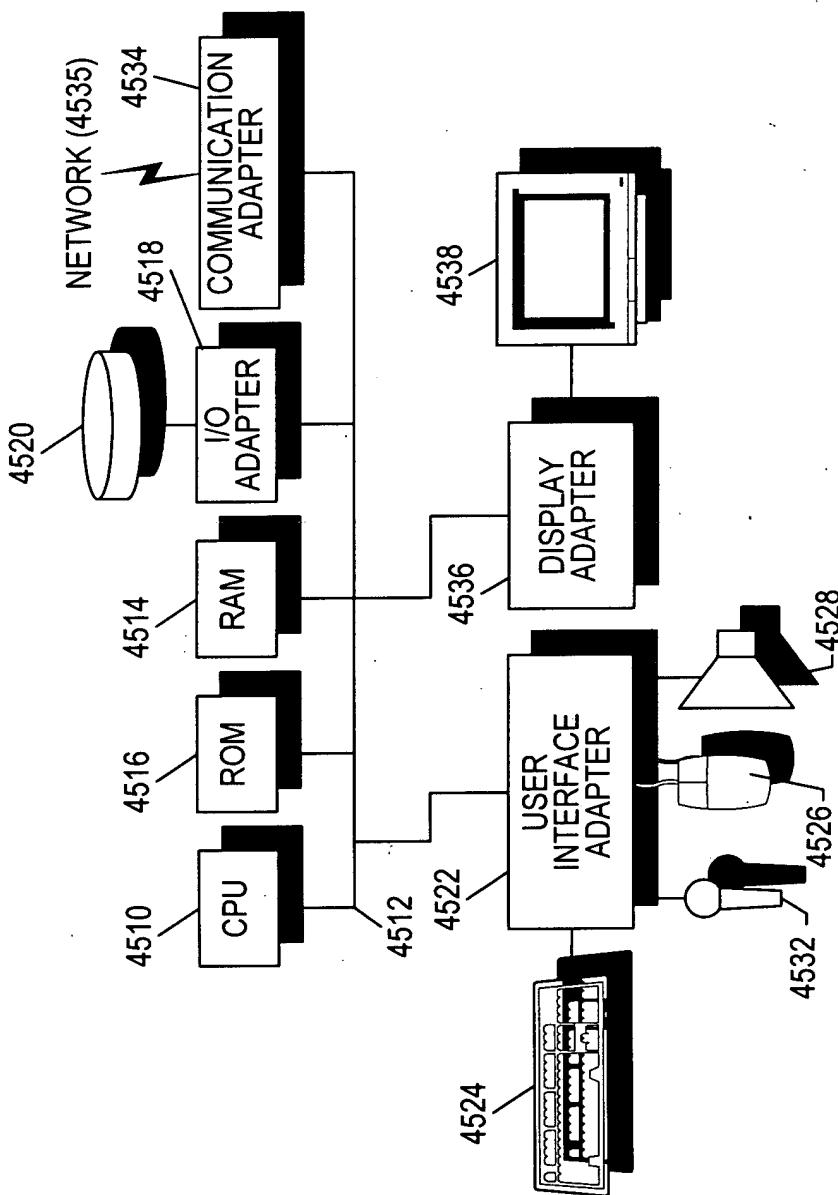


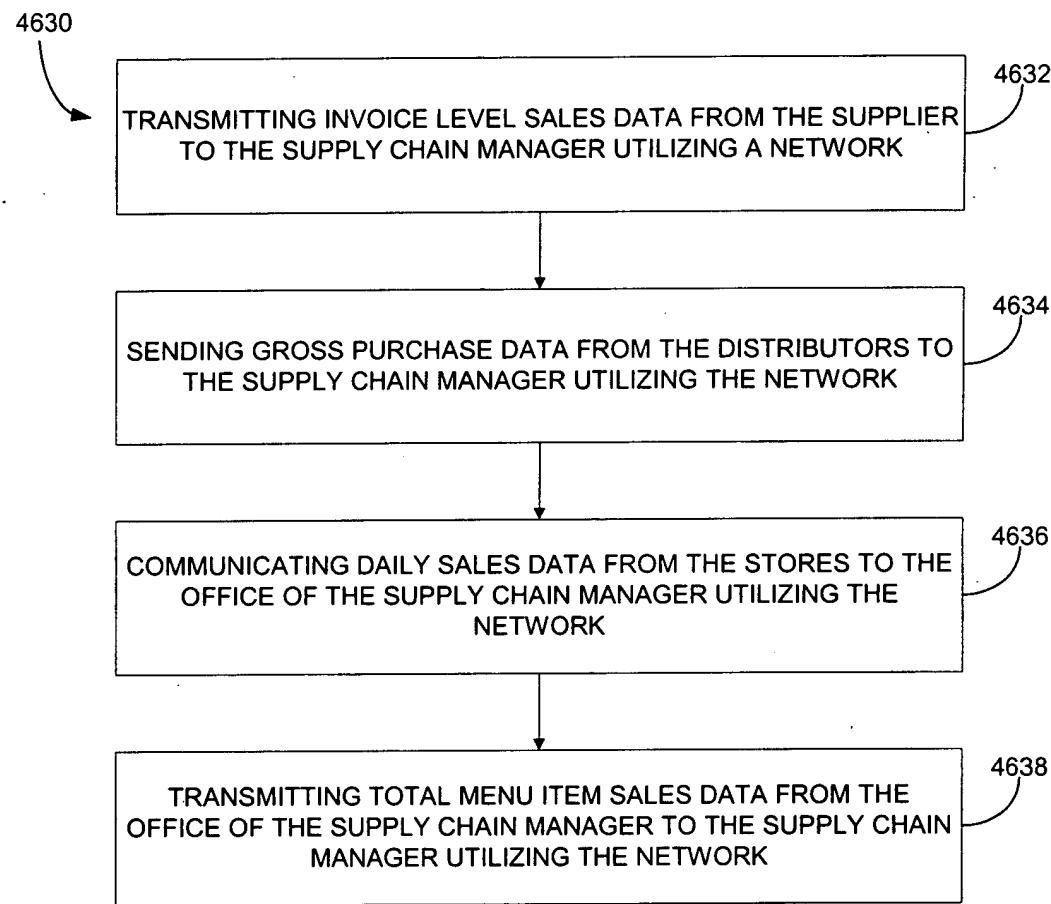
**FIG. 43D**



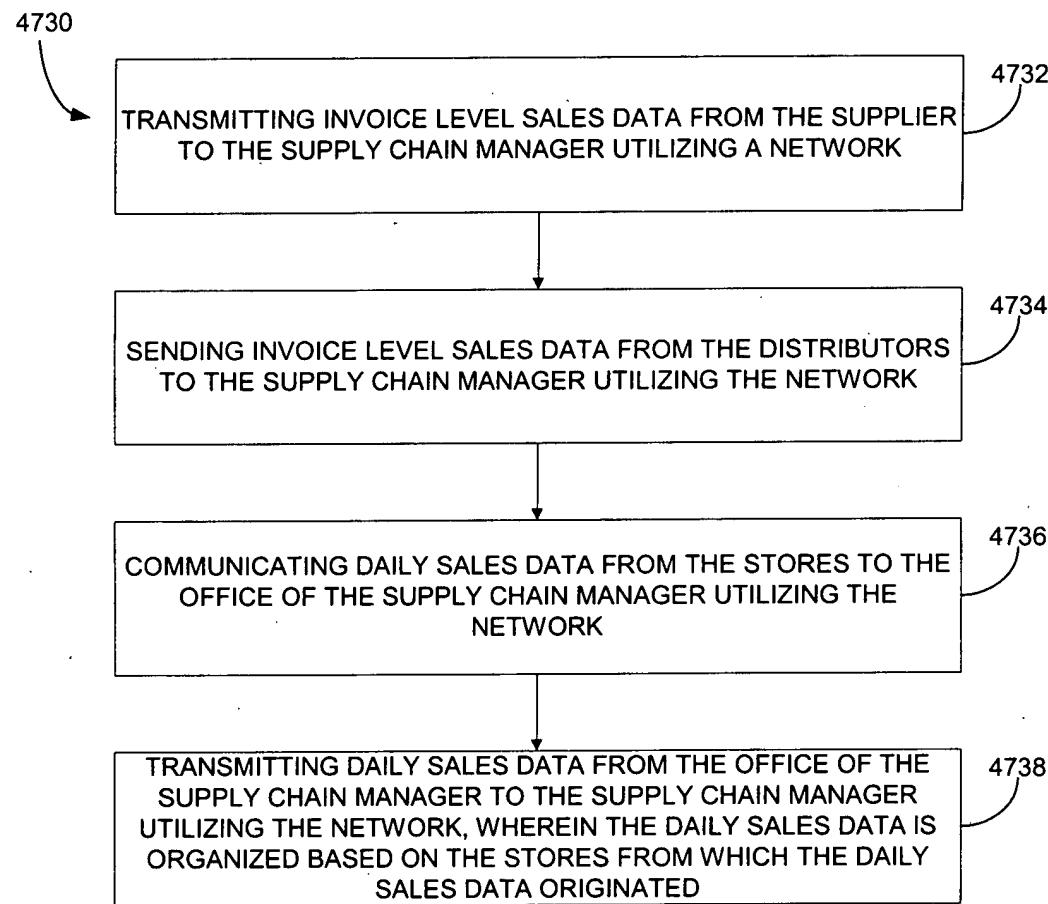
**FIG. 44**

**FIG. 45**

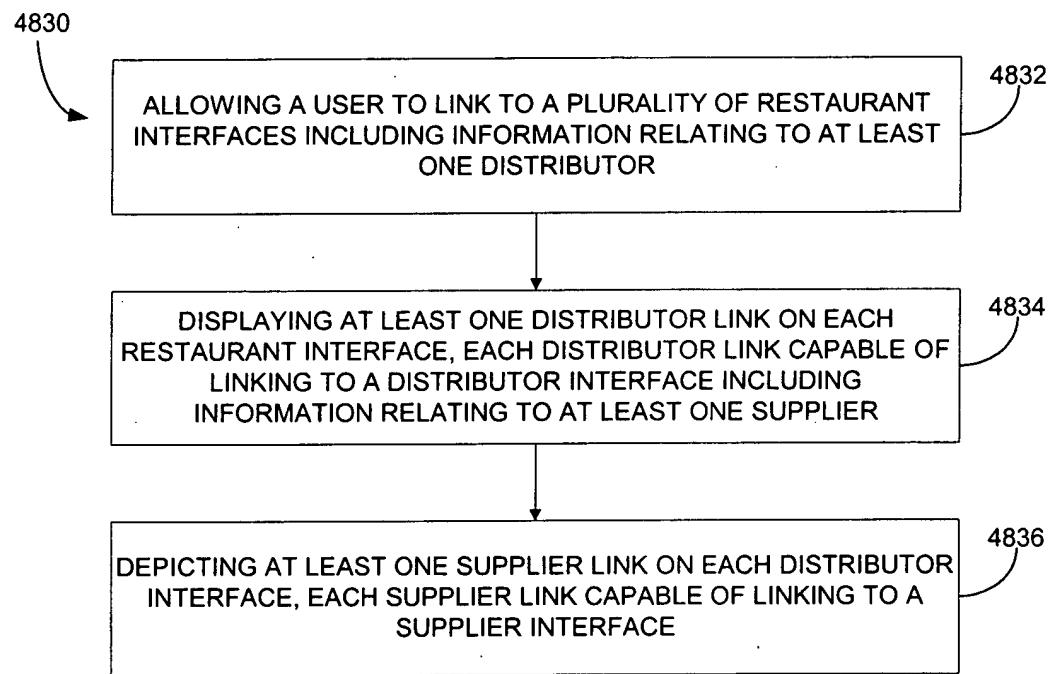




**FIG. 46**



**FIG. 47**



**FIG. 48**

**FIG. 49**

**Restaurant Services, Inc. - Microsoft Internet Explorer**

File Edit View Favorites Tools Help

Address: <http://www.rsiweb.com/home/index.asp>

**RSI**

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name:  Franchisee  Password:

Enter Site

4902

4904

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

BkC Link

NFA link

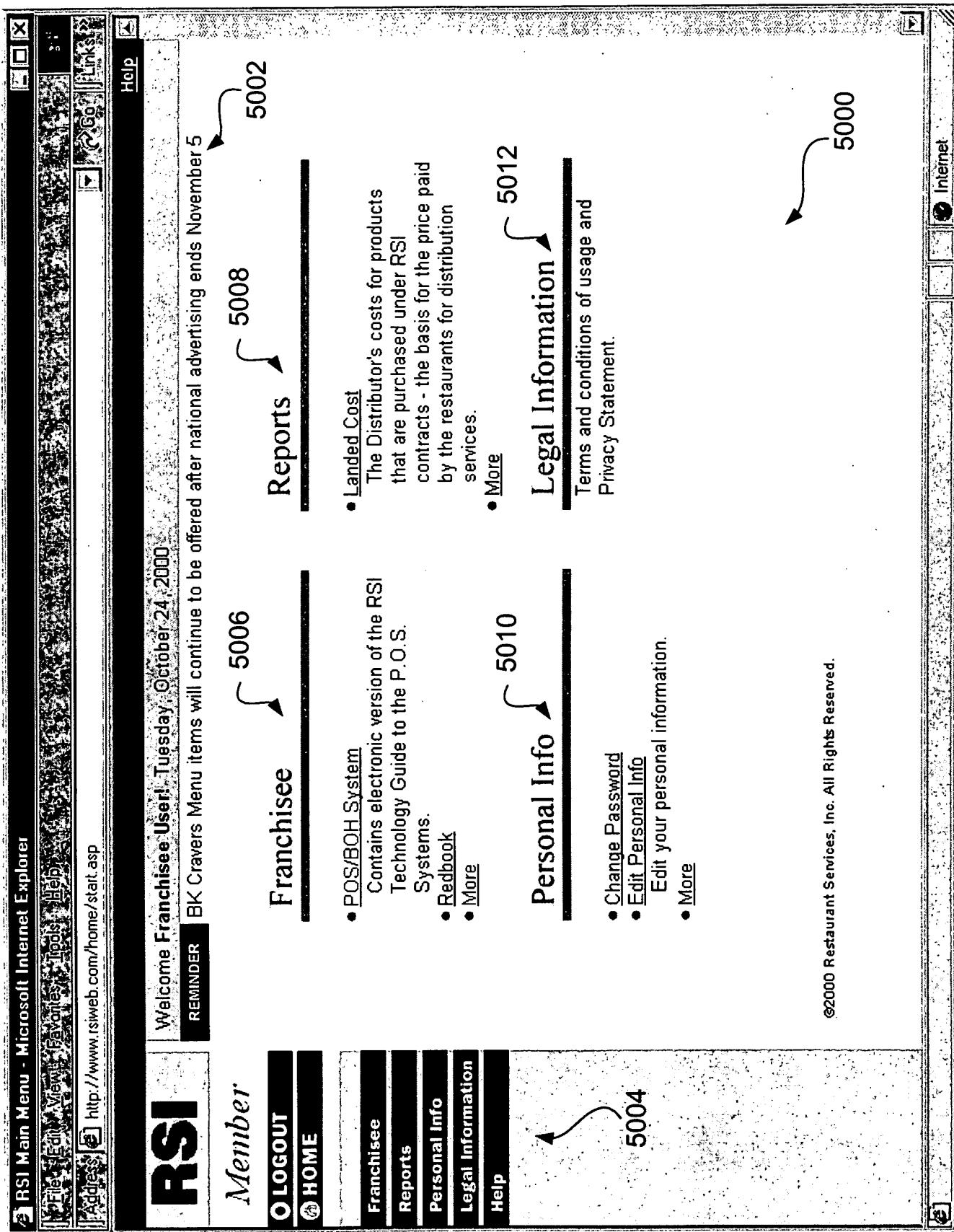
NA

Internet

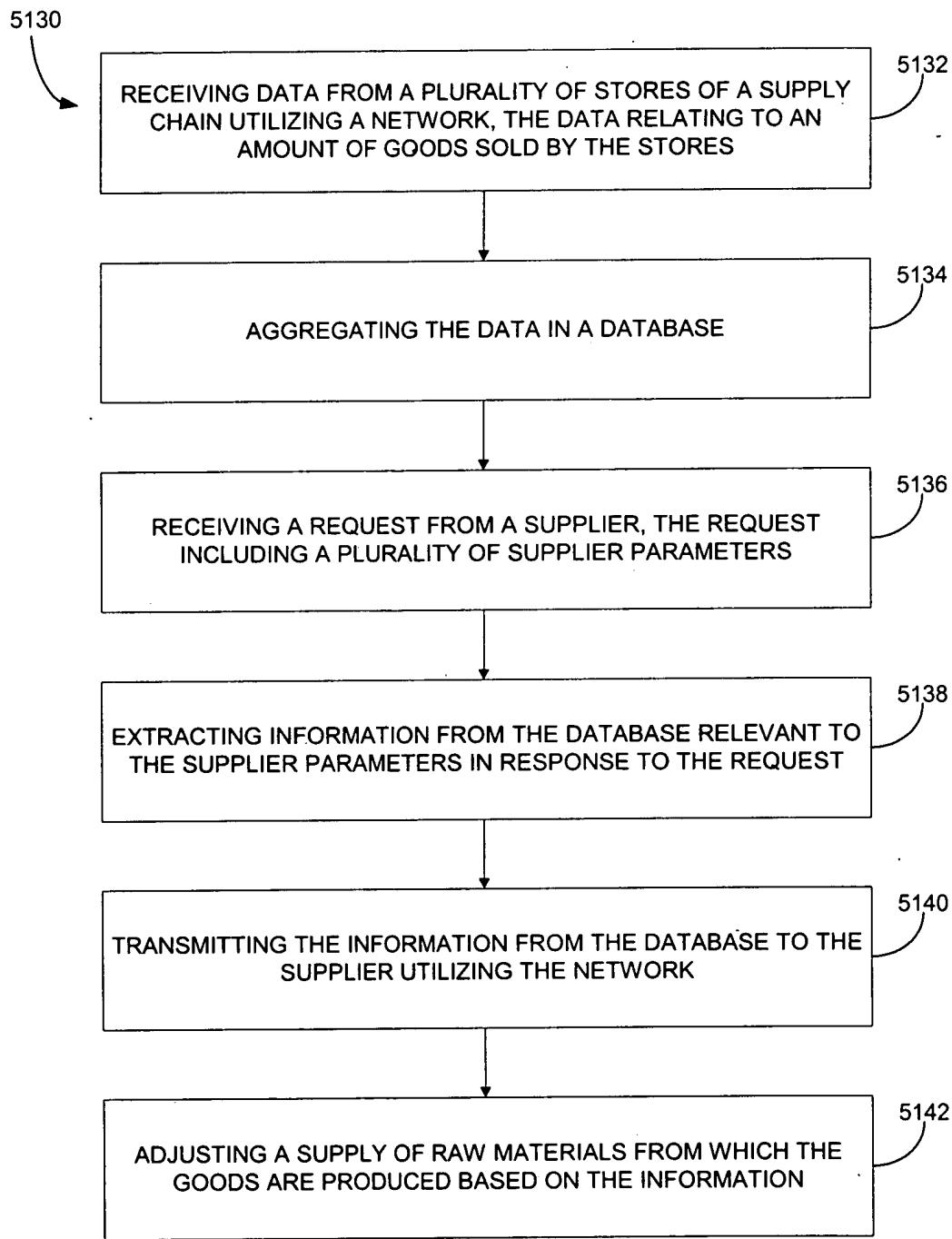
4900

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency.

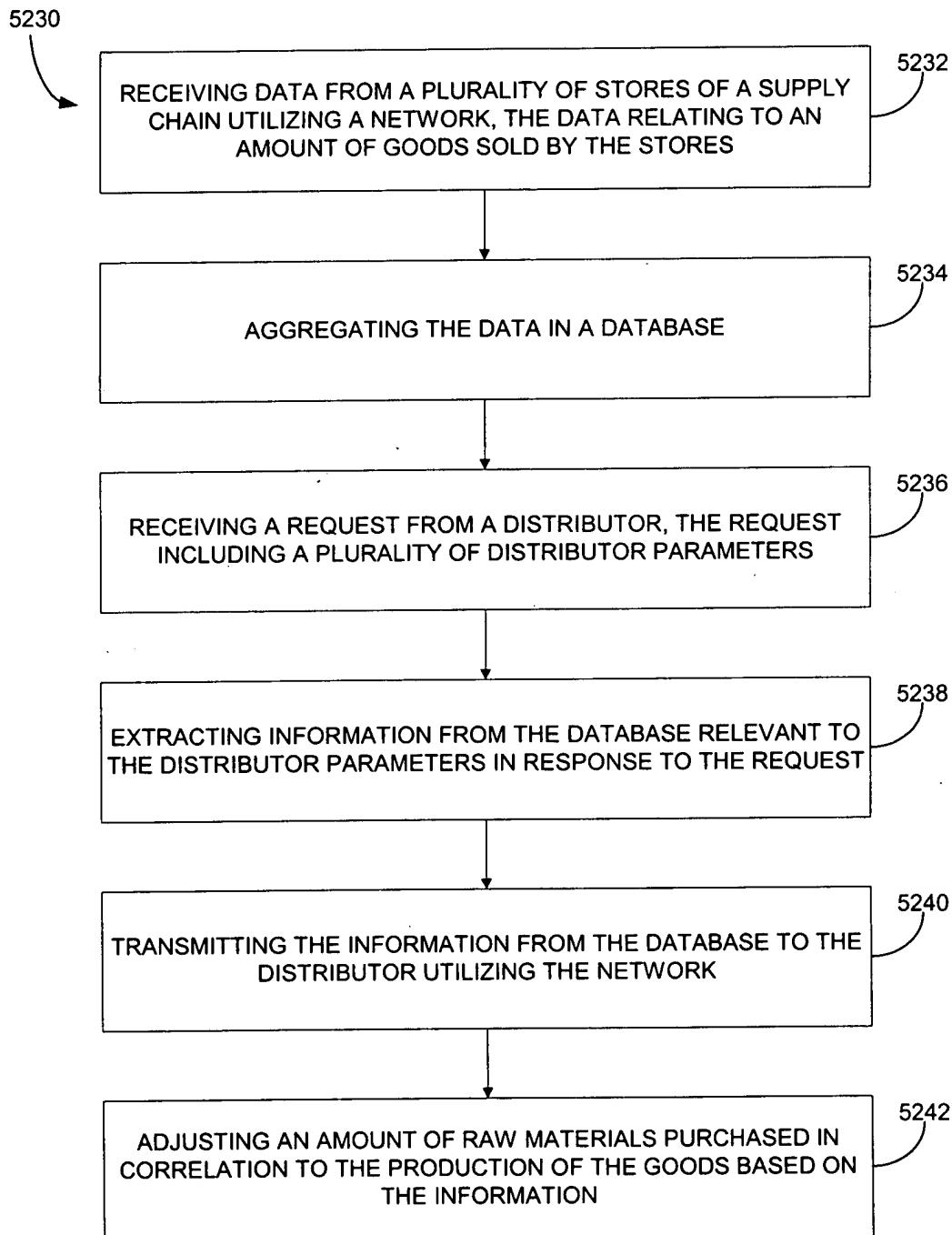


**FIG. 50**



**FIG. 51**

00000000000000000000000000000000



**FIG. 52**

**FIG. 53**

**RSI**

[Printer Friendly Version](#)

**Distributor**

[Logout](#)

[Home](#)

[Reports](#)

[Personal Info](#)

[Legal Information](#)

[Help](#)

**POS Implied Daily Usage - Distributor**

Tuesday, October 24, 2000

5300

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling (Total Cases)														Weekly Ending Total							
DC Item No	Item Description	% Chg 14 Day Avg	10/23	10/24	10/25	10/26	10/27	10/28	10/29	10/30	10/31	10/1/2	10/1/3	10/1/4	10/1/5	10/1/6	10/1/7	10/1/8			
18886	SAUCE: BBQ BULK BULLSEYE	0.00%	13	21	18	16	16	16	16	16	16	16	21	21	16	13	13	100	80	72	
20788	MUSTARD: BULK BK	0.00%	12	18	20	16	14	14	13	14	18	19	16	15	14	110	104	104	100		
24340	MAYONNAISE: BULK BK	0.00%	134	107	211	173	150	154	153	160	200	208	175	165	165	165	165	165	184	142	109
24666	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	24	34	33	27	24	24	24	24	189	179	178
26318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	9	9	9	9	11	11	10	9	9	9	9	70	71	68
25452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	2	3	3	3	3	2	2	2	2	18	15	8
27682	KETCHUP: BULK BAG IN BOX	0.00%	80	134	142	116	104	102	101	100	138	139	116	108	102	102	102	102	786	771	743
27690	KETCHUP: PACKETS	0.00%	127	184	205	180	143	142	138	144	187	197	160	142	140	1112	1070	1078	1044		

[Done](#)

[Internet](#)

**FIG. 54**

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: [http://test.rlslink.com/dc/d\\_lptromodetail.asp?dc=26576](http://test.rlslink.com/dc/d_lptromodetail.asp?dc=26576)

Help

**RSI**

[Printer Friendly Version](#)

**Distributor**

[Logout](#)

[Home](#)

<a href="#">Reports</a>	<a href="#">Local Promotion Option</a>	<a href="#">Projected Daily Usage</a>	<a href="#">Duration (In Weeks)</a>	<a href="#">Participating Rest Count</a>	<a href="#">Non-Participating Restaurants</a>
<a href="#">Personal Info</a>	32 oz. Motor Cup	5/1/00	85	99	8
<a href="#">Legal Information</a>	Davenport-RMoline, IA	5/1/00	85	32	17
<a href="#">Help</a>	Des Moines-Ames, IA	7/1/00	85	17	28
	Omaha, NE	7/1/00	85	17	30
	Peoria, IL	8/1/00	85	99	17
	Sioux City, IA	8/2/00	85	99	10
	Springfield-Decatur-Chmpg, IL	8/1/00	85	99	1
	<b>Cedar Rapids-Waterloo Dubuque, IA</b>	<b>4/15/00</b>	<b>99</b>	<b>19</b>	<b>131</b>
	Davenport-RMoline, IA	4/15/00	99	17	
	Ottumwa-Kinsville, IA	4/15/00	99	3	
<b>Big King Total</b>				39	
Pancake Minis	Chicago, IL	5/15/00	20	99	8
	Peoria, IL	5/1/00	20	99	17
	Sioux City, IA	4/15/00	20	99	10
	<b>Pancake Minis Total</b>			<b>35</b>	

Done Internet

**REINHART - CEDAR RAPIDS, IA**

**Local Promotion Summary by DC**

**Tuesday, October 24, 2000**

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

5400

**FIG. 55**

5500

**RSI**

**POS Implied Daily Usage - Supplier**

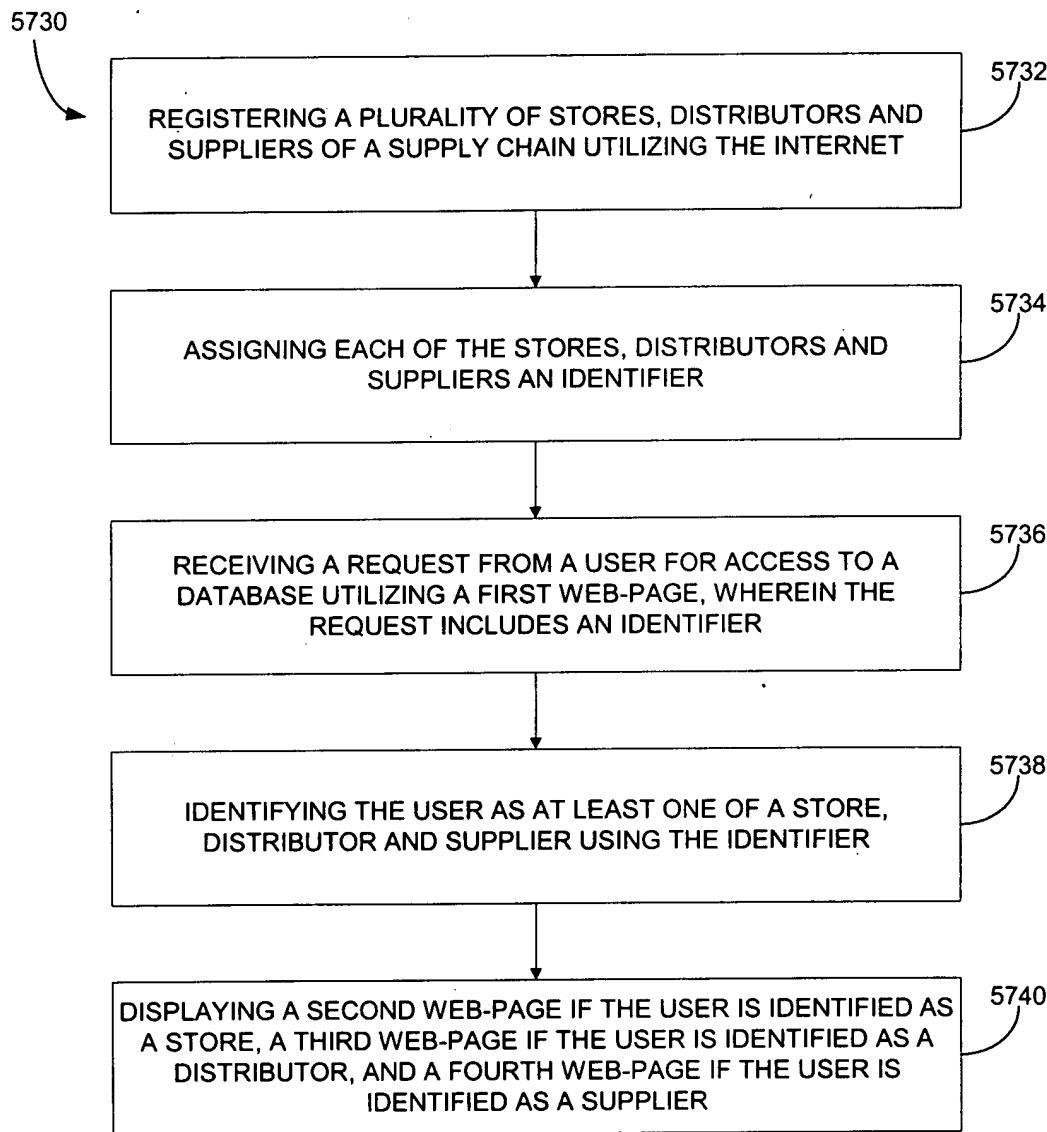
Supplier: **TYSON FOODS**

14 Day Rolling (Total Cases)																																							
FOB	RSI	Item	% Chg	Day	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	10/7	10/6	10/5	10/4	10/3	10/2	10/1	9/30	Week Ending Total										
Point	DC	No	Description	Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	10/7	10/6	10/5	10/4	10/3	10/2	10/1	9/30					
Total																																							
6	CHICKEN-PATTY	0.00%		90	137	144	111	100	98	95	100	134	137	126	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100				
7	CHICKEN-BK BROILER	0.00%																																					
8	CHICKEN-TENDERS	0.00%																																					
Total																																							

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

**FIG. 56**

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer																																																																									
<input type="button" value="Print"/> <input type="button" value="Save"/> <input type="button" value="Help"/> <b>Address:</b> <input type="text" value="http://www.rsiweb.com/fran/r_lclc.asp?report=true"/> <input type="button" value="Go"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>																																																																								
<p style="text-align: center;"><b>RSI</b></p> <hr/> <p><b>Landed Cost Report</b></p> <p style="text-align: right;">5600</p> <p style="text-align: center;">↙</p> <hr/> <table border="1"> <thead> <tr> <th colspan="2">Printer Friendly Version</th> <th colspan="4">Restaurant Landed Cost Verification Report</th> </tr> </thead> <tbody> <tr> <td><a href="#">Member</a></td> <td><a href="#">Logout</a></td> <td><a href="#">Reports</a></td> <td><a href="#">Personal Info</a></td> <td><a href="#">Franchisee</a></td> <td><a href="#">Legal Information</a></td> </tr> <tr> <td><a href="#">HOME</a></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> <hr/> <table border="1"> <thead> <tr> <th>DC Item No</th> <th>RSI Item No</th> <th>RSI Item Description</th> <th>DC Cost</th> <th>Markup</th> <th>Rest Cost</th> </tr> </thead> <tbody> <tr> <td>10340</td> <td>4439</td> <td>REGISTER TAPE-THERMAL 2.25" X 165'</td> <td>\$21.27</td> <td>\$1.57</td> <td>\$22.84</td> </tr> <tr> <td>12860</td> <td>3586</td> <td>SUGAR SUBSTITUTE-PINK PKT 2000 CT</td> <td>\$5.87</td> <td>\$1.57</td> <td>\$7.44</td> </tr> <tr> <td>18986</td> <td>369</td> <td>SAUCE-BULK-KRAFT BULL'SYE</td> <td>\$24.48</td> <td>\$1.57</td> <td>\$26.05</td> </tr> <tr> <td>19432</td> <td>4473</td> <td>COFFEE-FOLGERS REGULAR</td> <td>\$44.50</td> <td>\$1.57</td> <td>\$46.07</td> </tr> <tr> <td>20788</td> <td>87</td> <td>MUSTARD-BULK 3GAL</td> <td>\$8.45</td> <td>\$1.57</td> <td>\$10.02</td> </tr> <tr> <td>20940</td> <td>4281</td> <td>WRAP-LOCAL OPTION</td> <td>\$28.78</td> <td>\$1.57</td> <td>\$31.35</td> </tr> <tr> <td>24340</td> <td>88</td> <td>SAUCE-BULK-MAYONNAISE</td> <td>\$7.81</td> <td>\$1.57</td> <td>\$9.38</td> </tr> <tr> <td>24600</td> <td>4270</td> <td>WATER/ICE MOUNTAIN .5L</td> <td>\$6.41</td> <td>\$1.57</td> <td>\$7.98</td> </tr> </tbody> </table> <p style="text-align: right;"><input type="checkbox"/> Internet <input type="checkbox"/> Done</p>		Printer Friendly Version		Restaurant Landed Cost Verification Report				<a href="#">Member</a>	<a href="#">Logout</a>	<a href="#">Reports</a>	<a href="#">Personal Info</a>	<a href="#">Franchisee</a>	<a href="#">Legal Information</a>	<a href="#">HOME</a>						DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost	10340	4439	REGISTER TAPE-THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84	12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44	18986	369	SAUCE-BULK-KRAFT BULL'SYE	\$24.48	\$1.57	\$26.05	19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07	20788	87	MUSTARD-BULK 3GAL	\$8.45	\$1.57	\$10.02	20940	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35	24340	88	SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38	24600	4270	WATER/ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98
Printer Friendly Version		Restaurant Landed Cost Verification Report																																																																							
<a href="#">Member</a>	<a href="#">Logout</a>	<a href="#">Reports</a>	<a href="#">Personal Info</a>	<a href="#">Franchisee</a>	<a href="#">Legal Information</a>																																																																				
<a href="#">HOME</a>																																																																									
DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost																																																																				
10340	4439	REGISTER TAPE-THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84																																																																				
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44																																																																				
18986	369	SAUCE-BULK-KRAFT BULL'SYE	\$24.48	\$1.57	\$26.05																																																																				
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07																																																																				
20788	87	MUSTARD-BULK 3GAL	\$8.45	\$1.57	\$10.02																																																																				
20940	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35																																																																				
24340	88	SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38																																																																				
24600	4270	WATER/ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98																																																																				



**FIG. 57**

5804

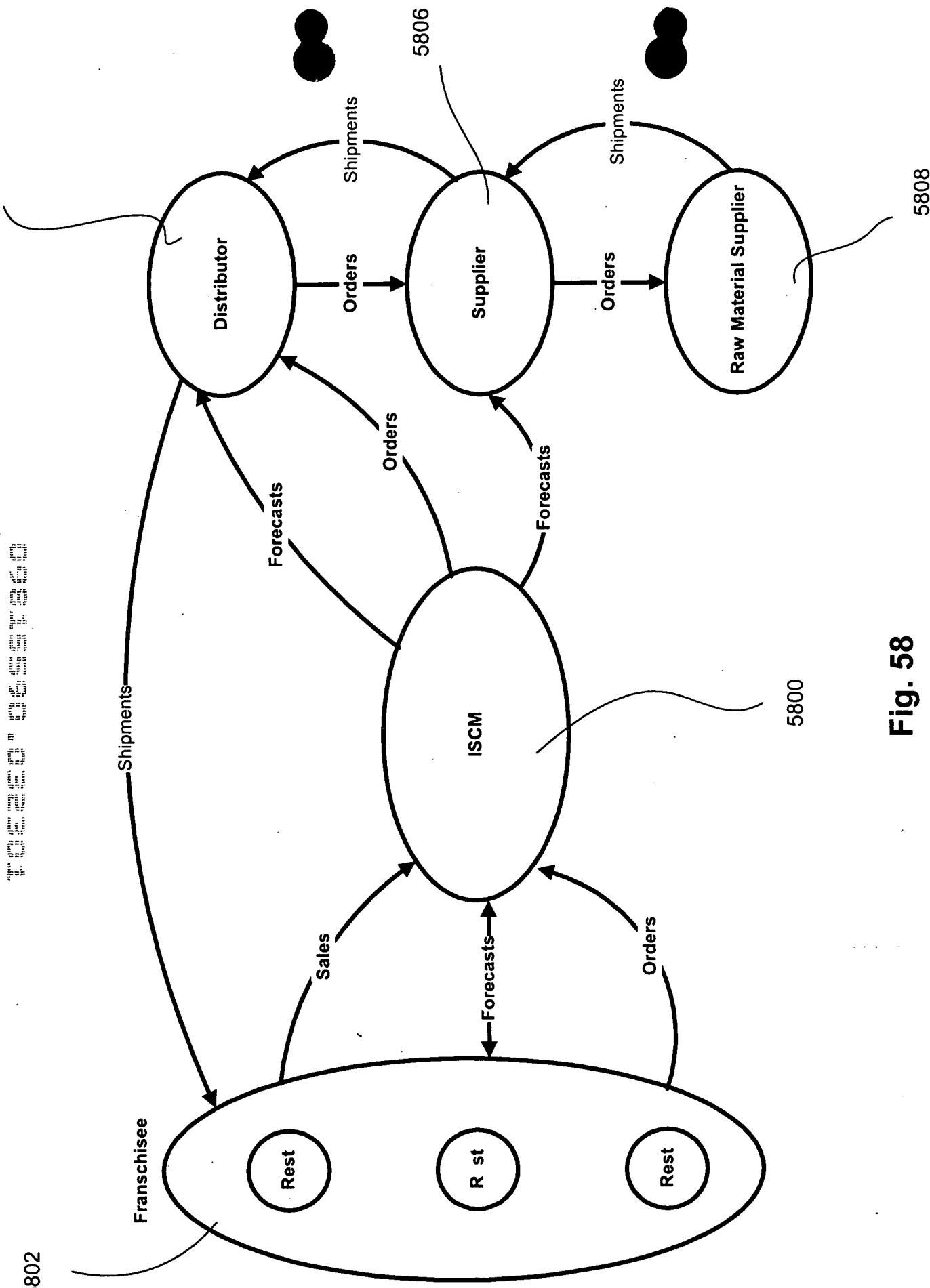
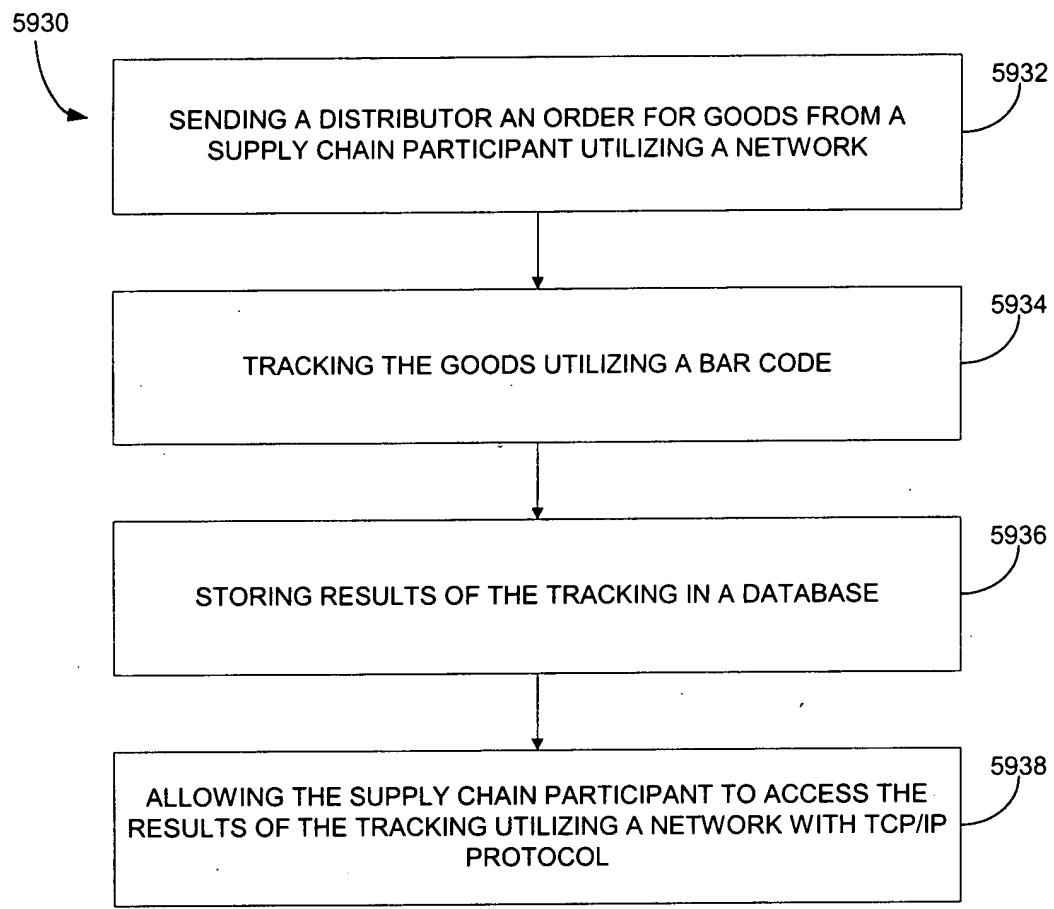


Fig. 58

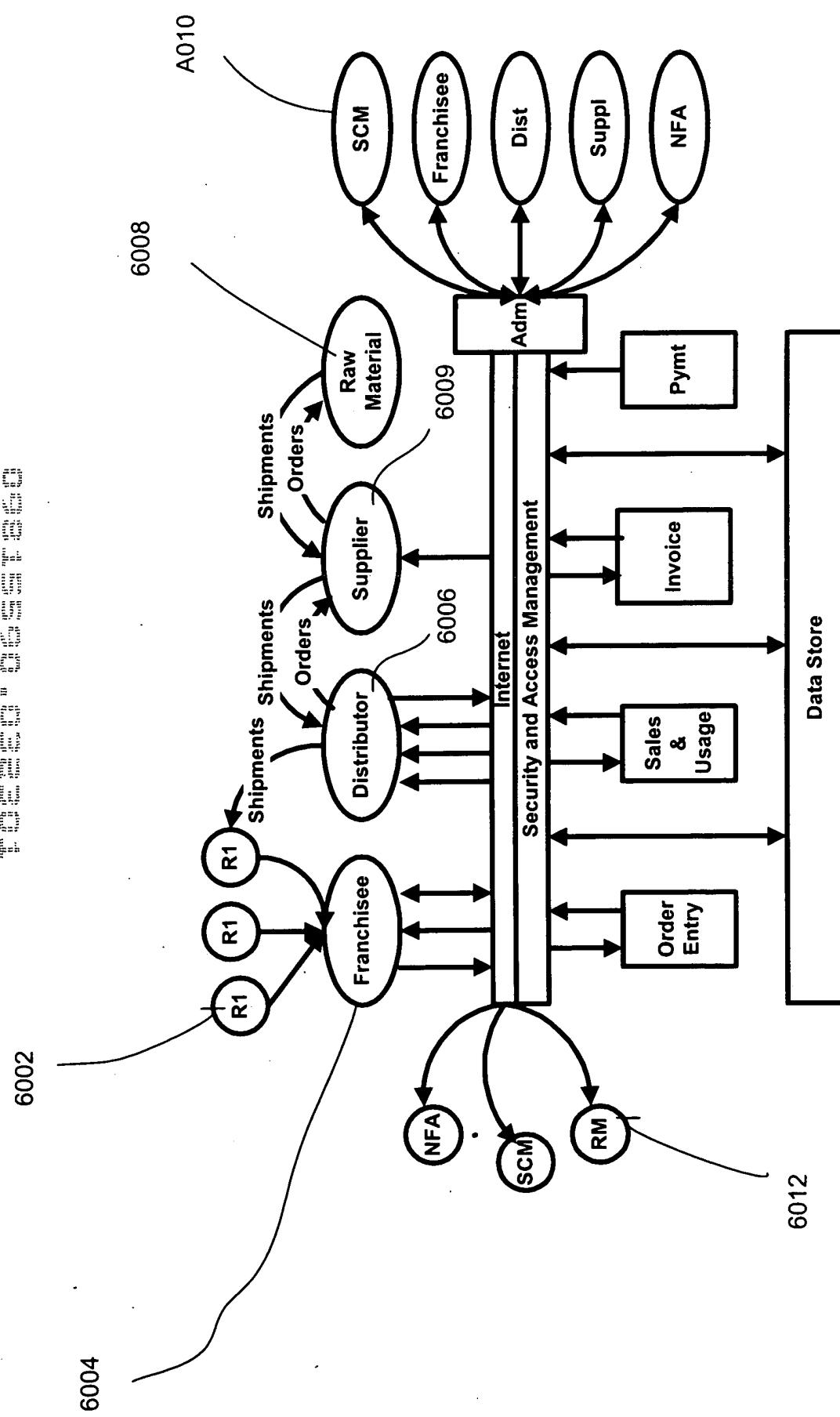
5802

5808



**FIG. 59**

**Fig. 60**



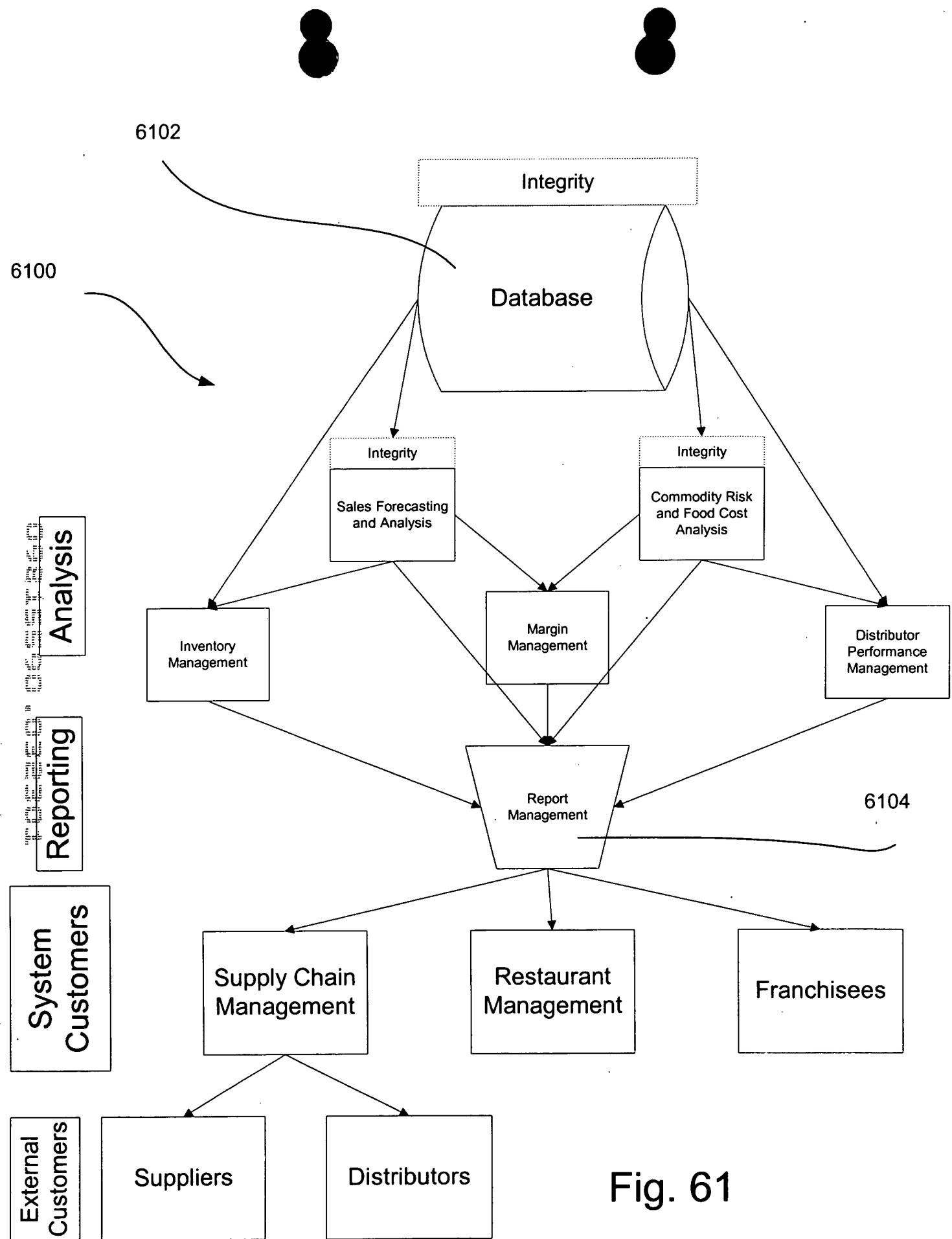
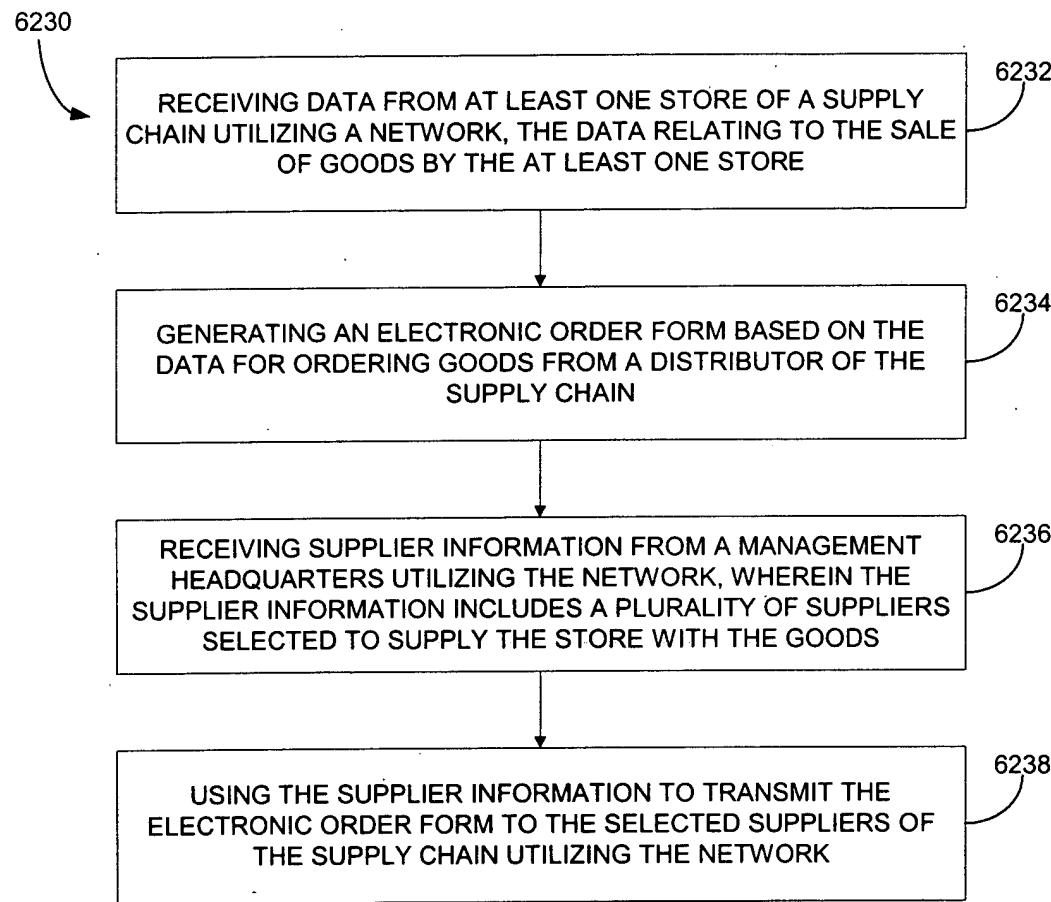


Fig. 61



**FIG. 62**

6300

6300

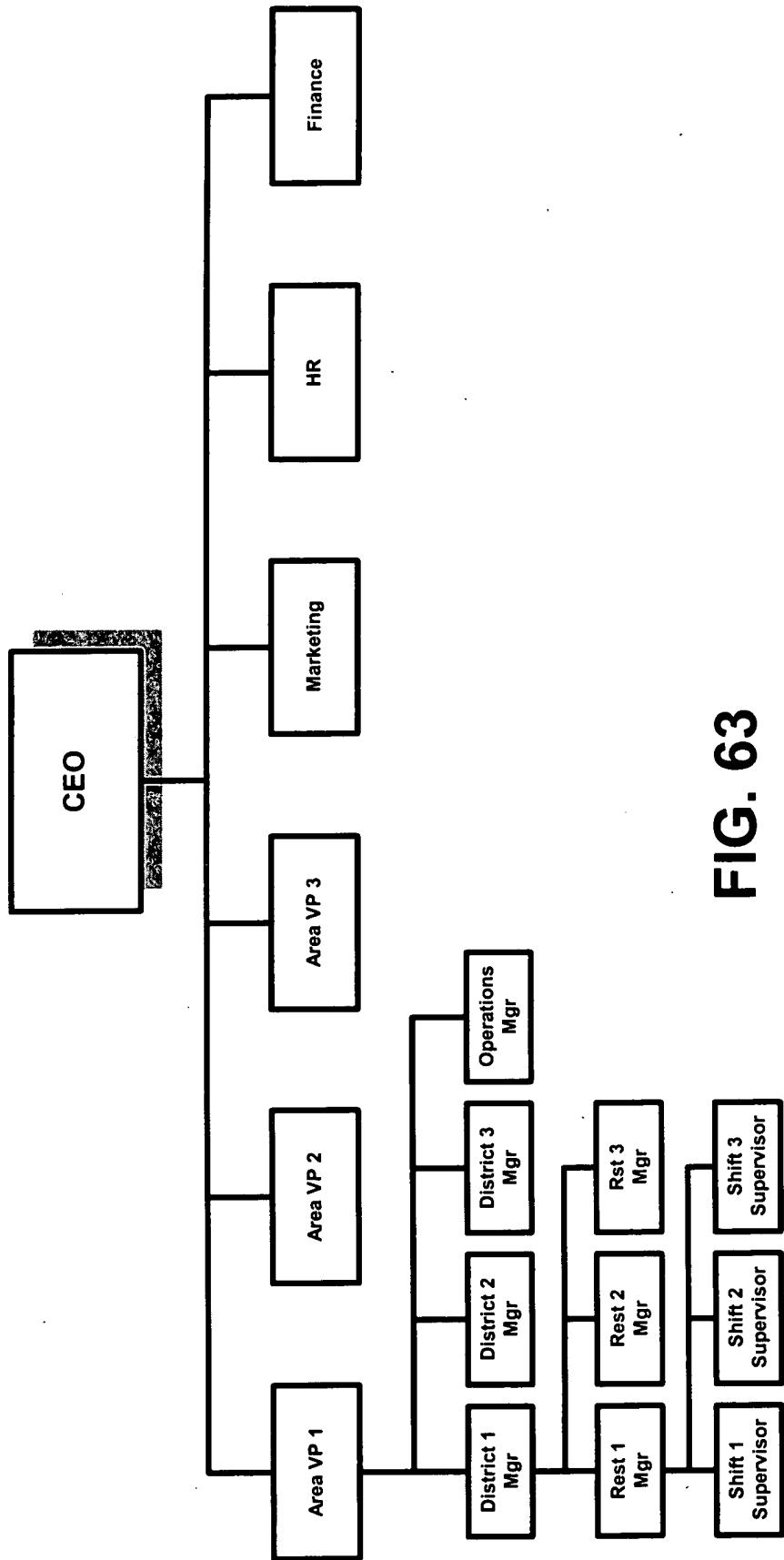
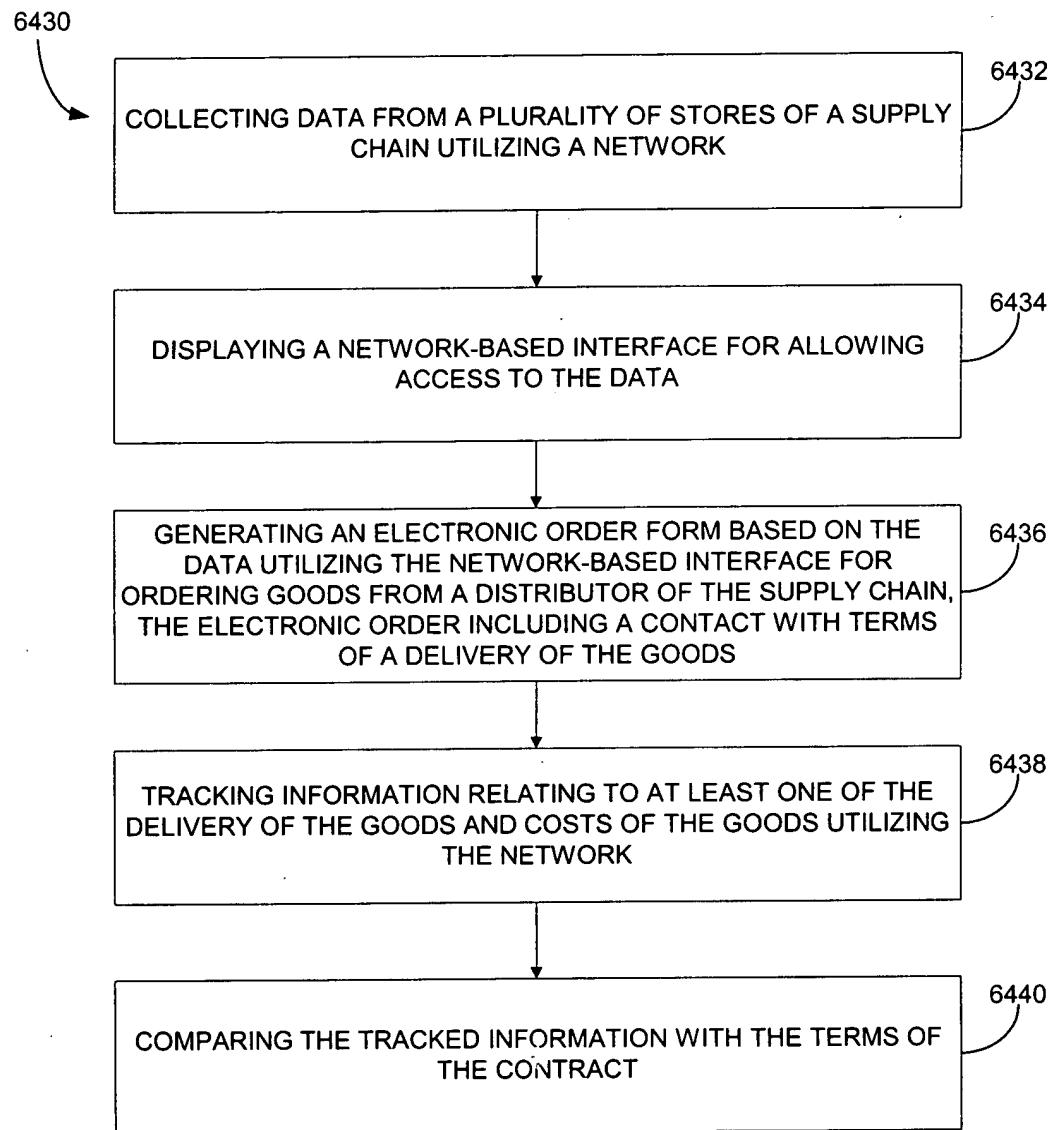
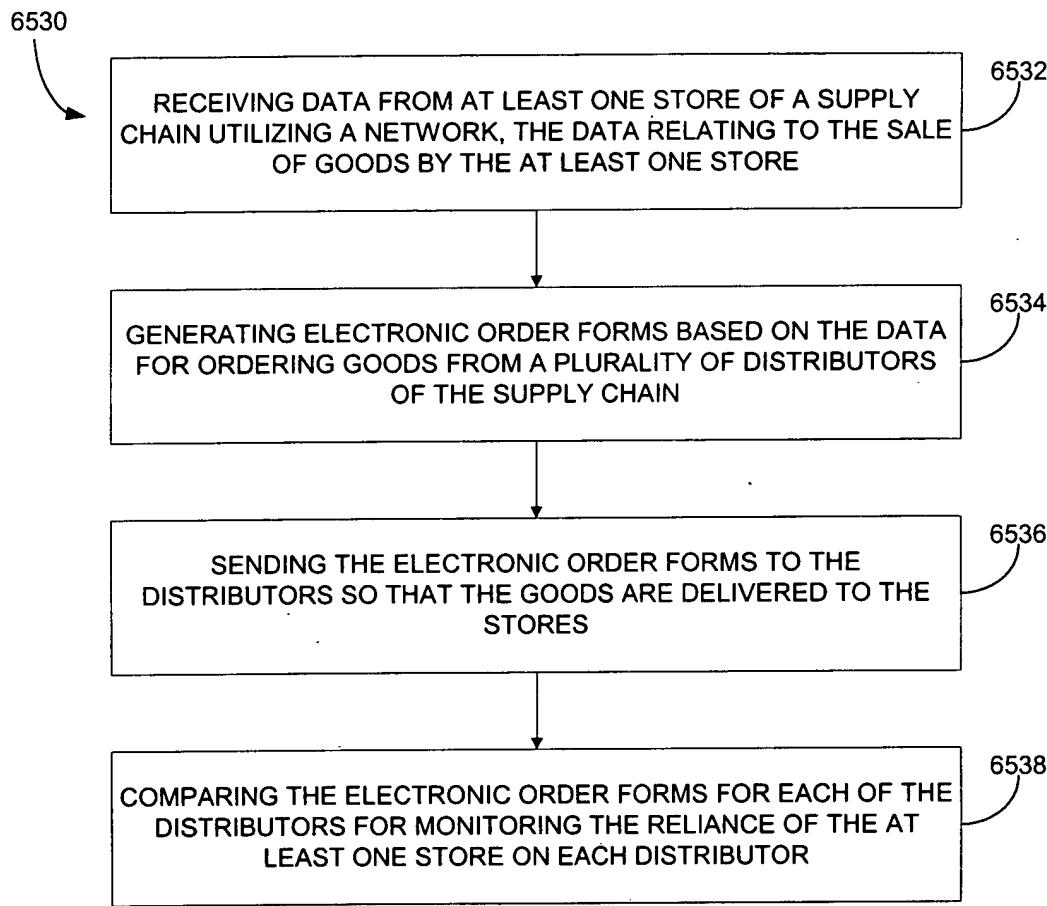


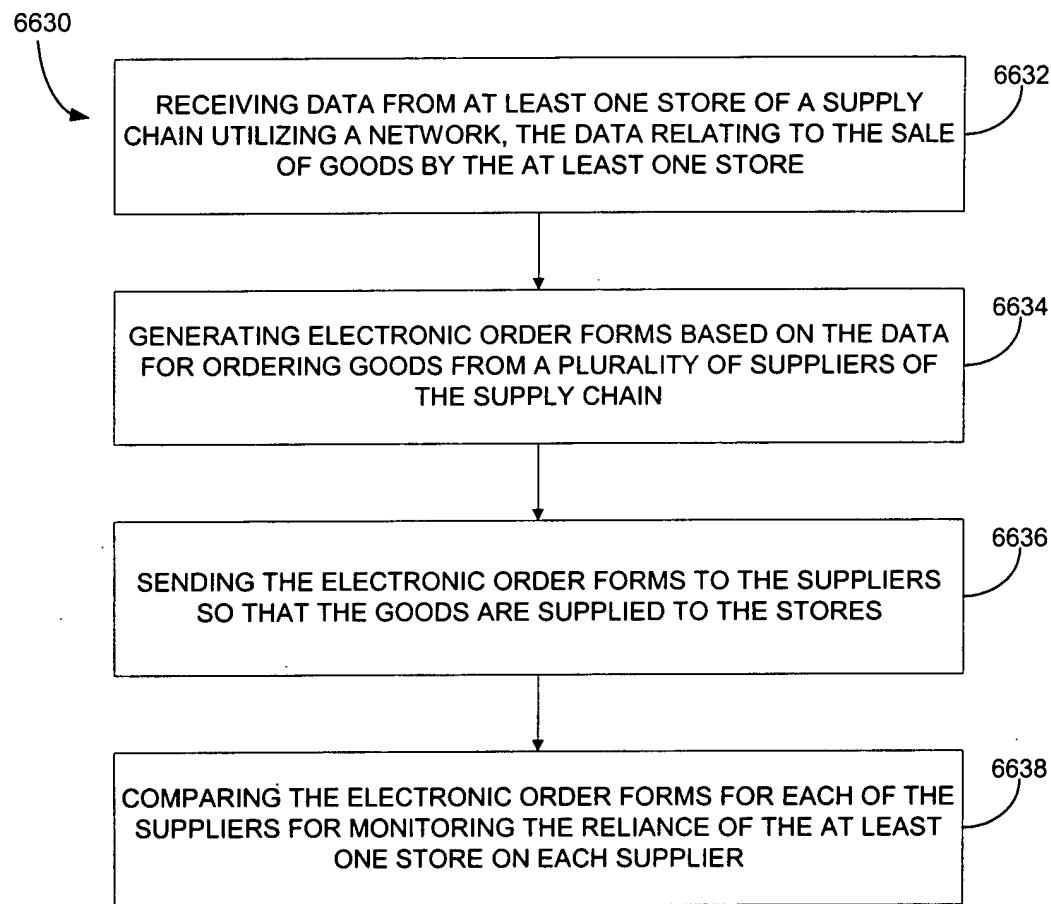
FIG. 63



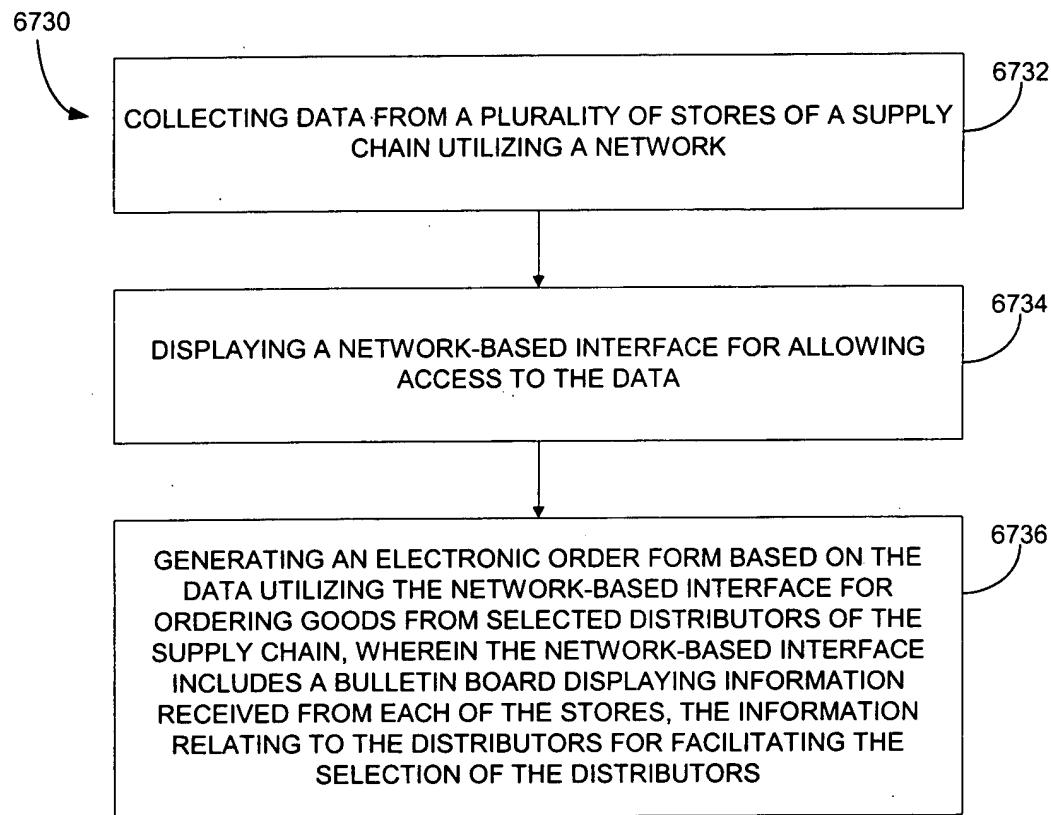
**FIG. 64**



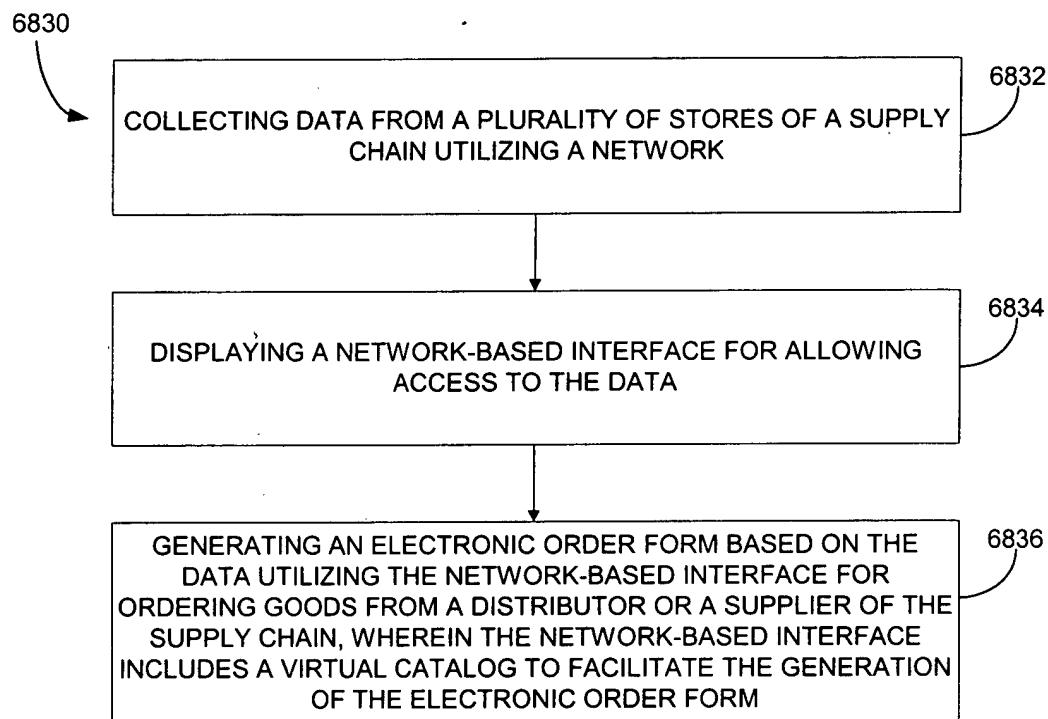
**FIG. 65**



**FIG. 66**

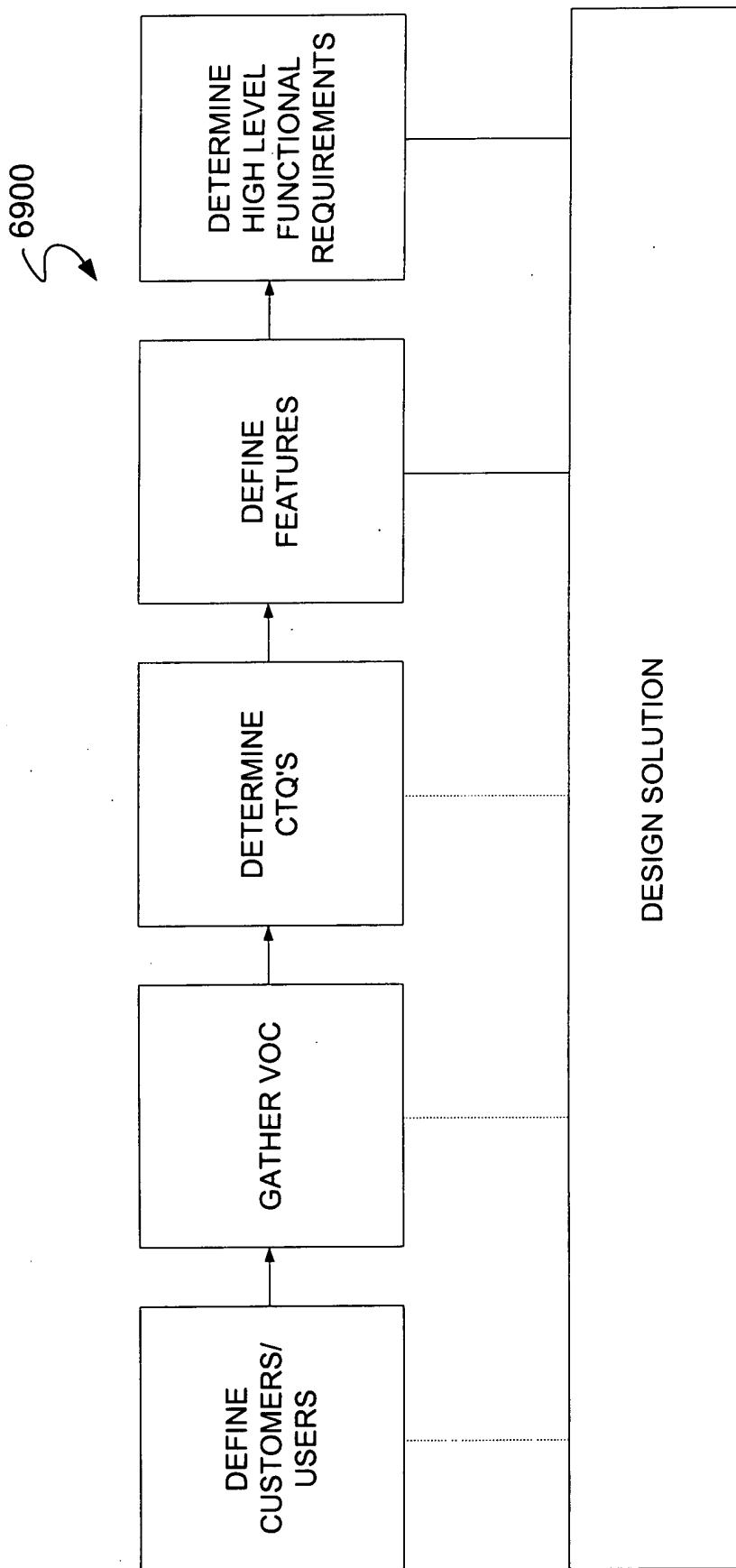


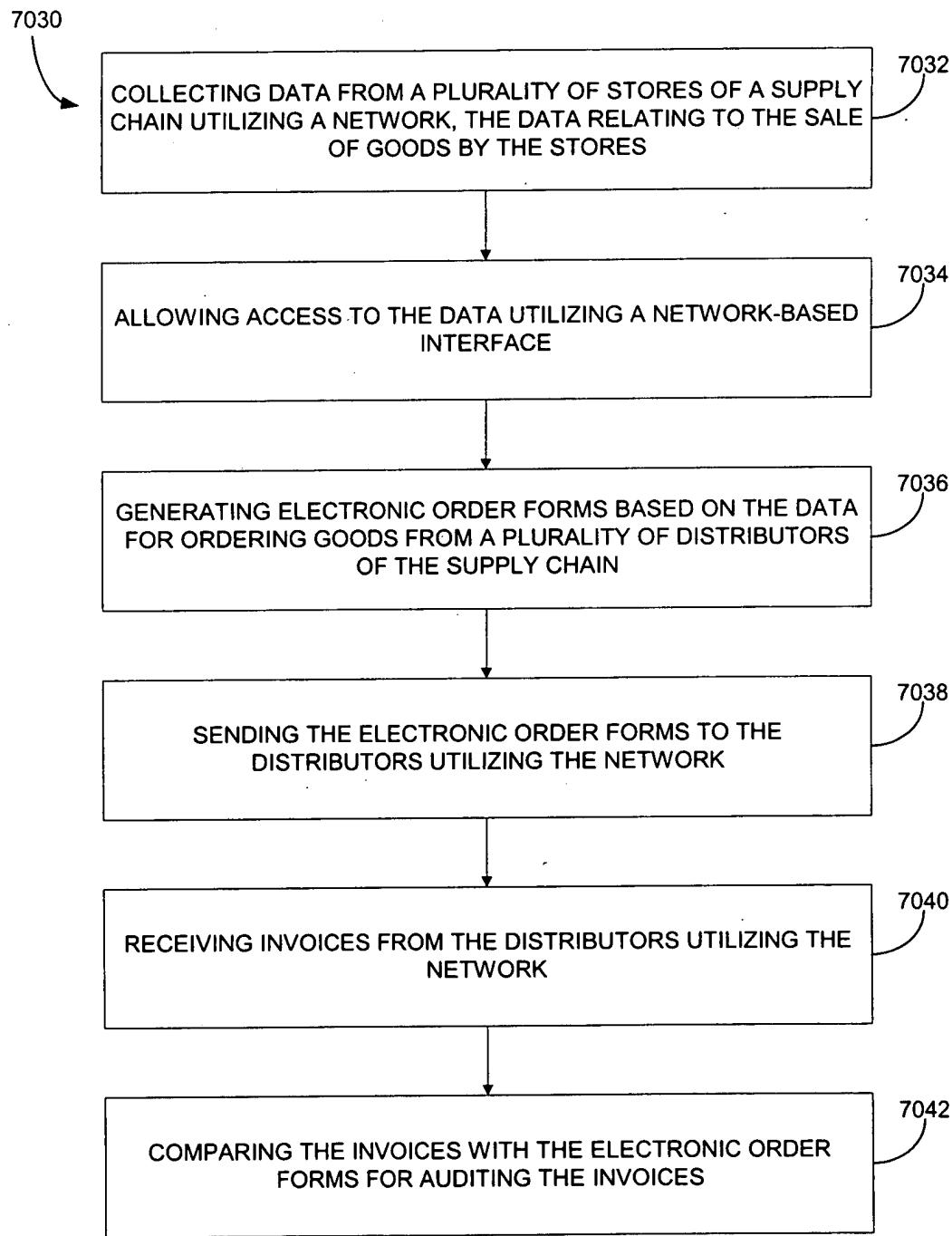
**FIG. 67**



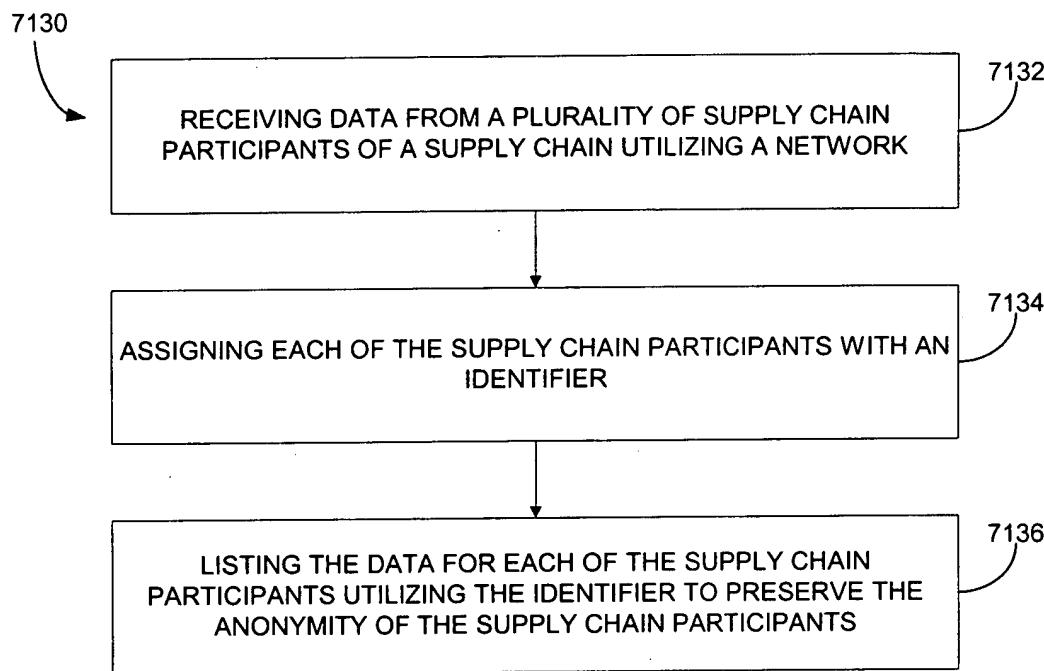
**FIG. 68**

**FIG. 69**

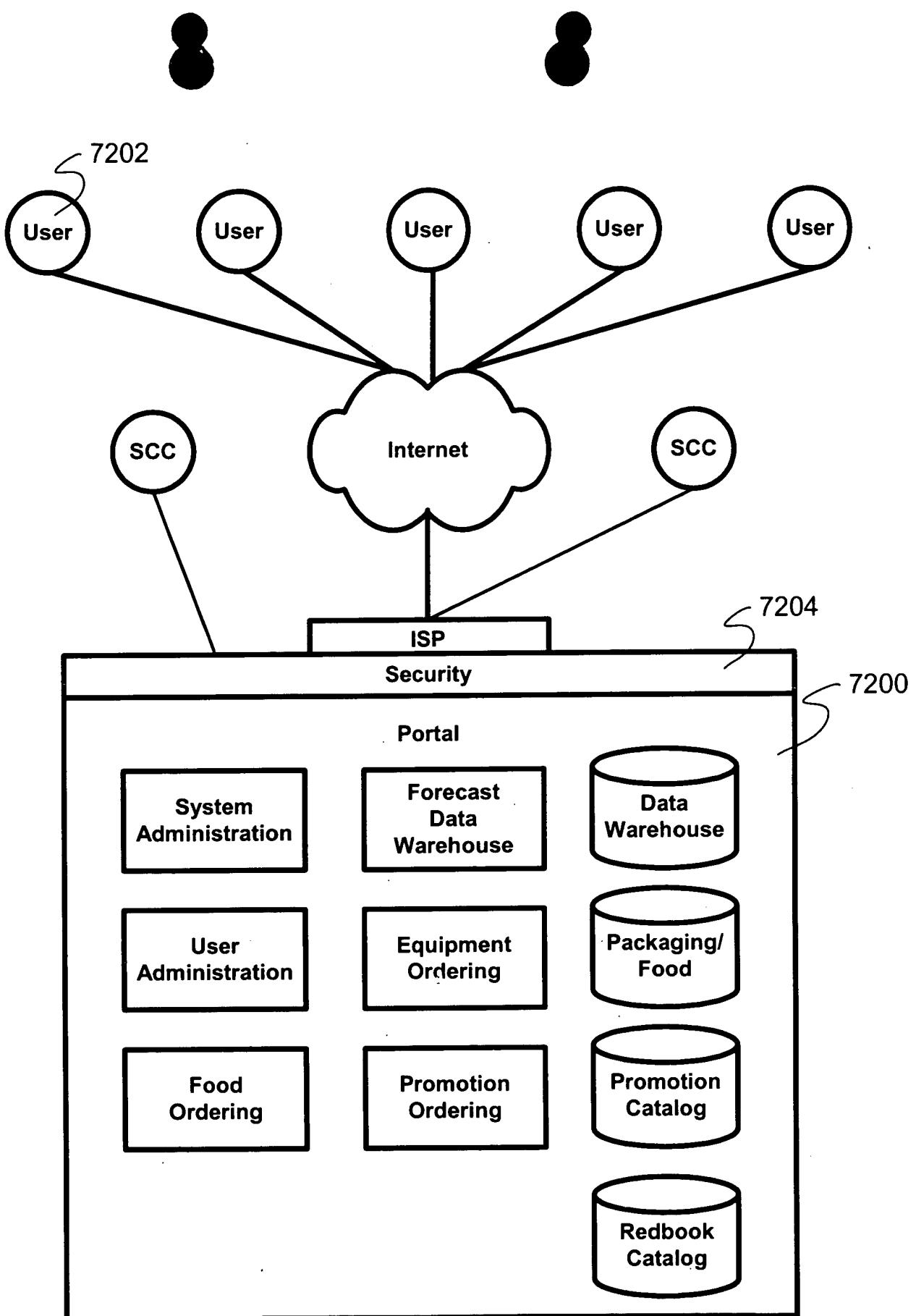




**FIG. 70**

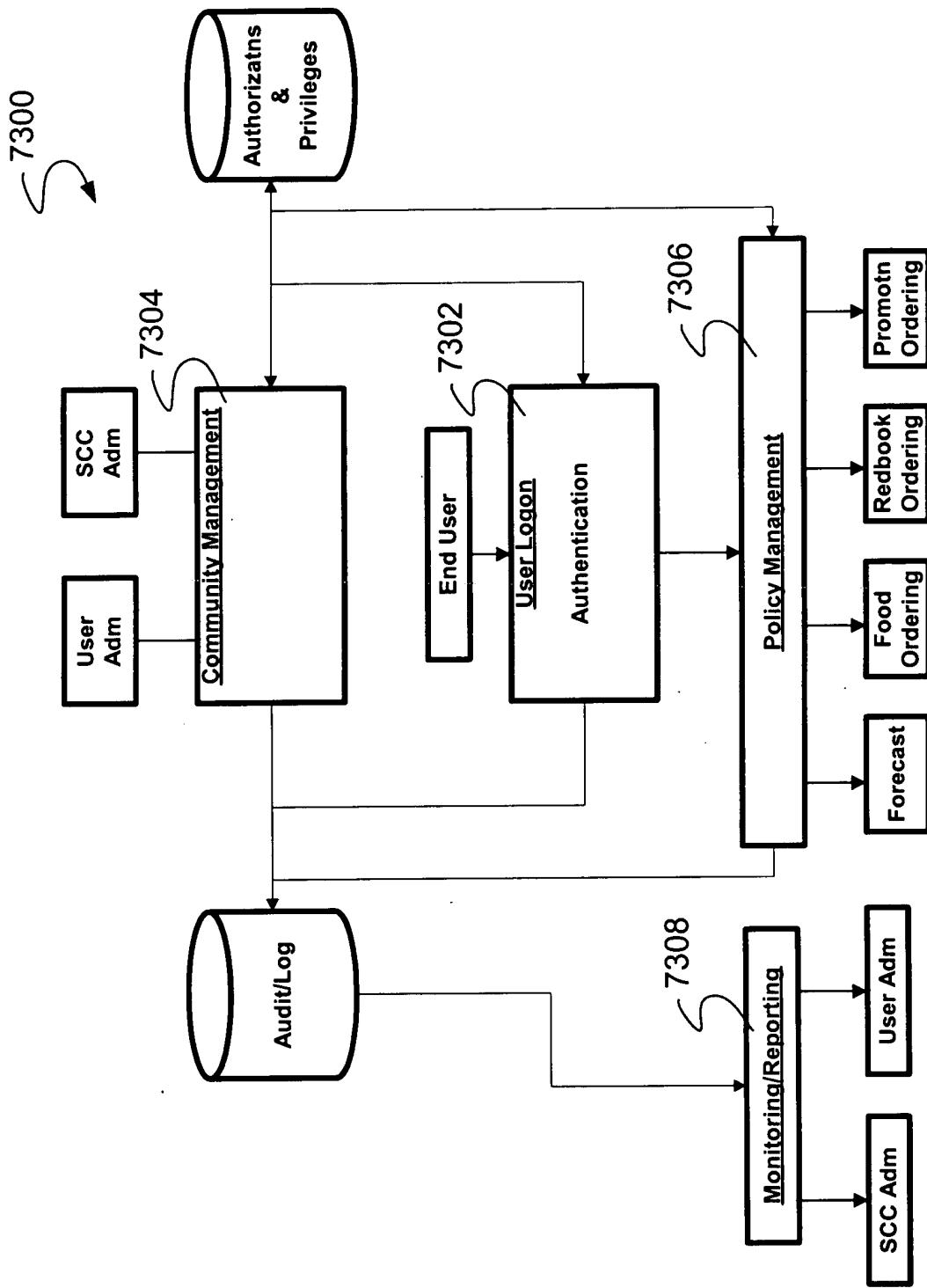


**FIG. 71**

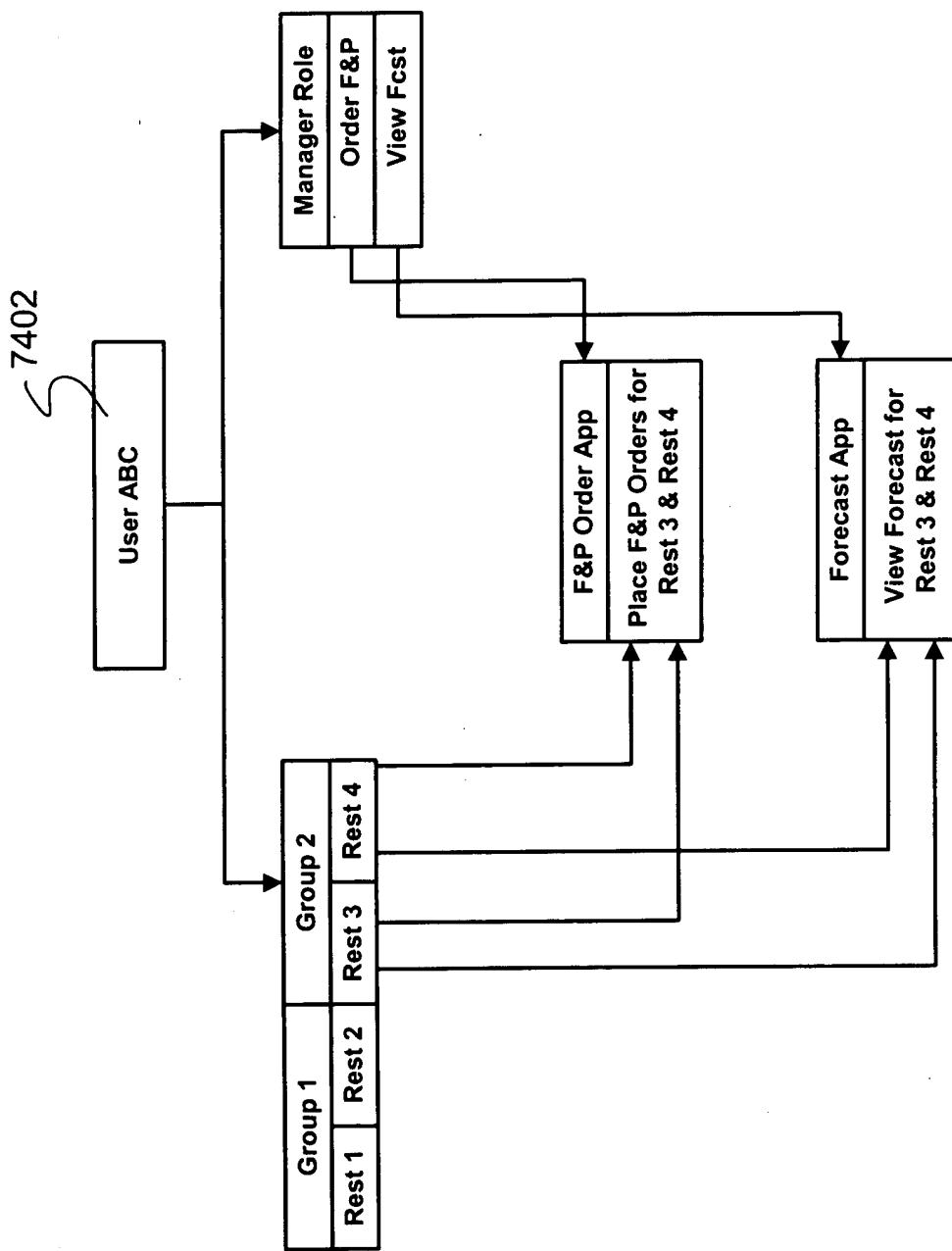


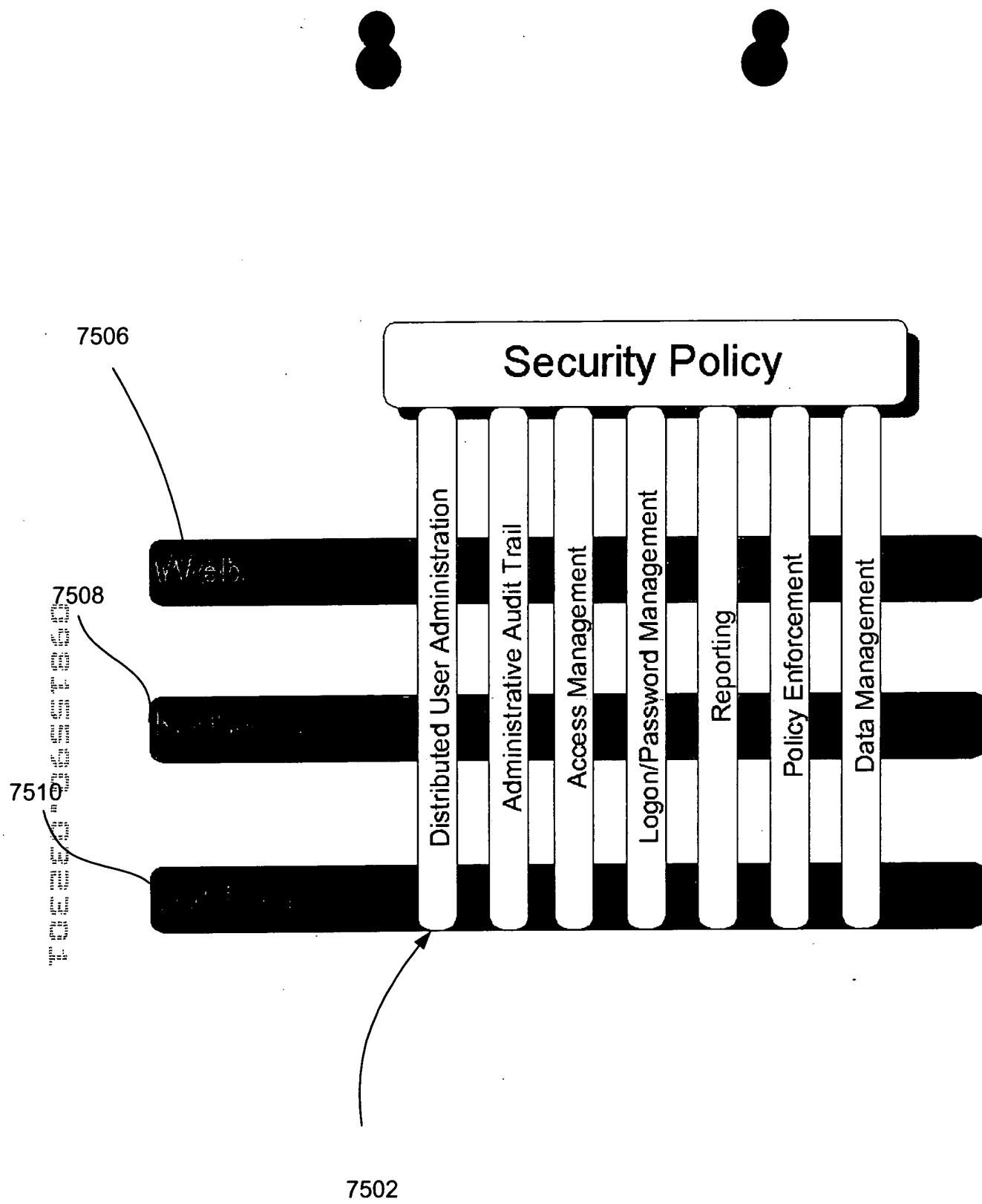
**FIG. 72**

**FIG. 73**

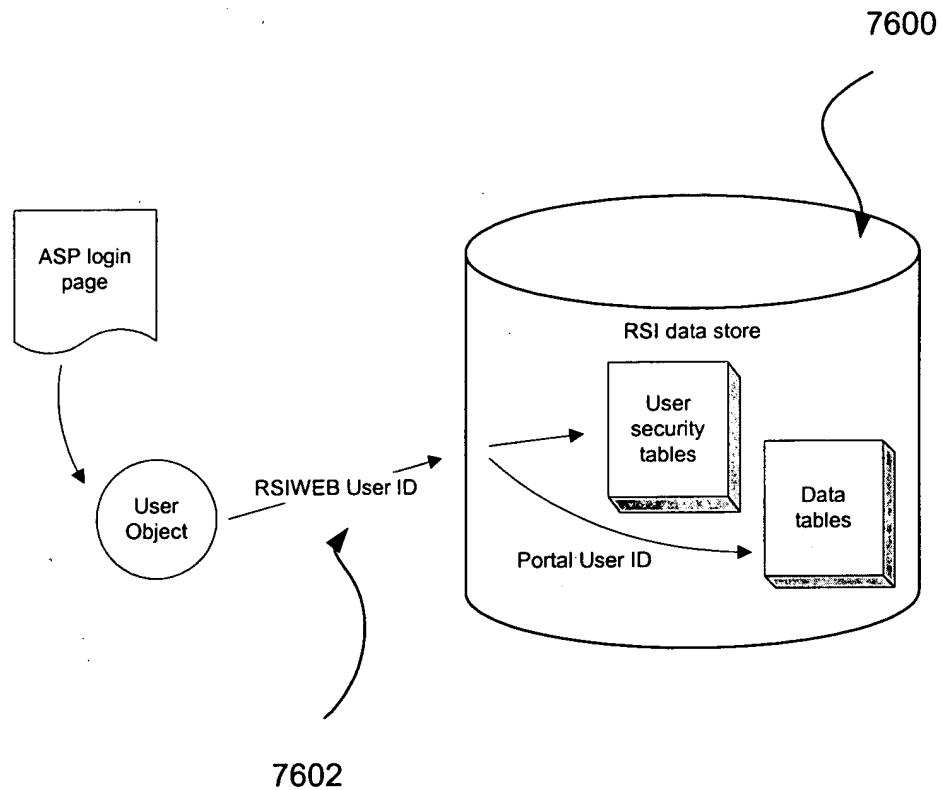


**FIG. 74**





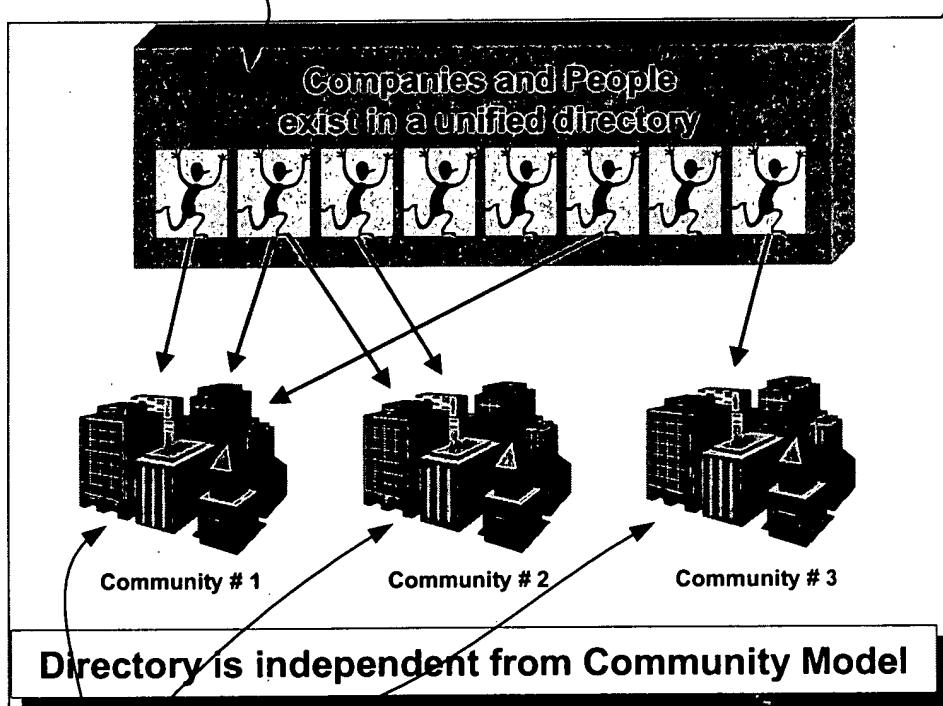
**Fig. 75**



**Fig. 76**

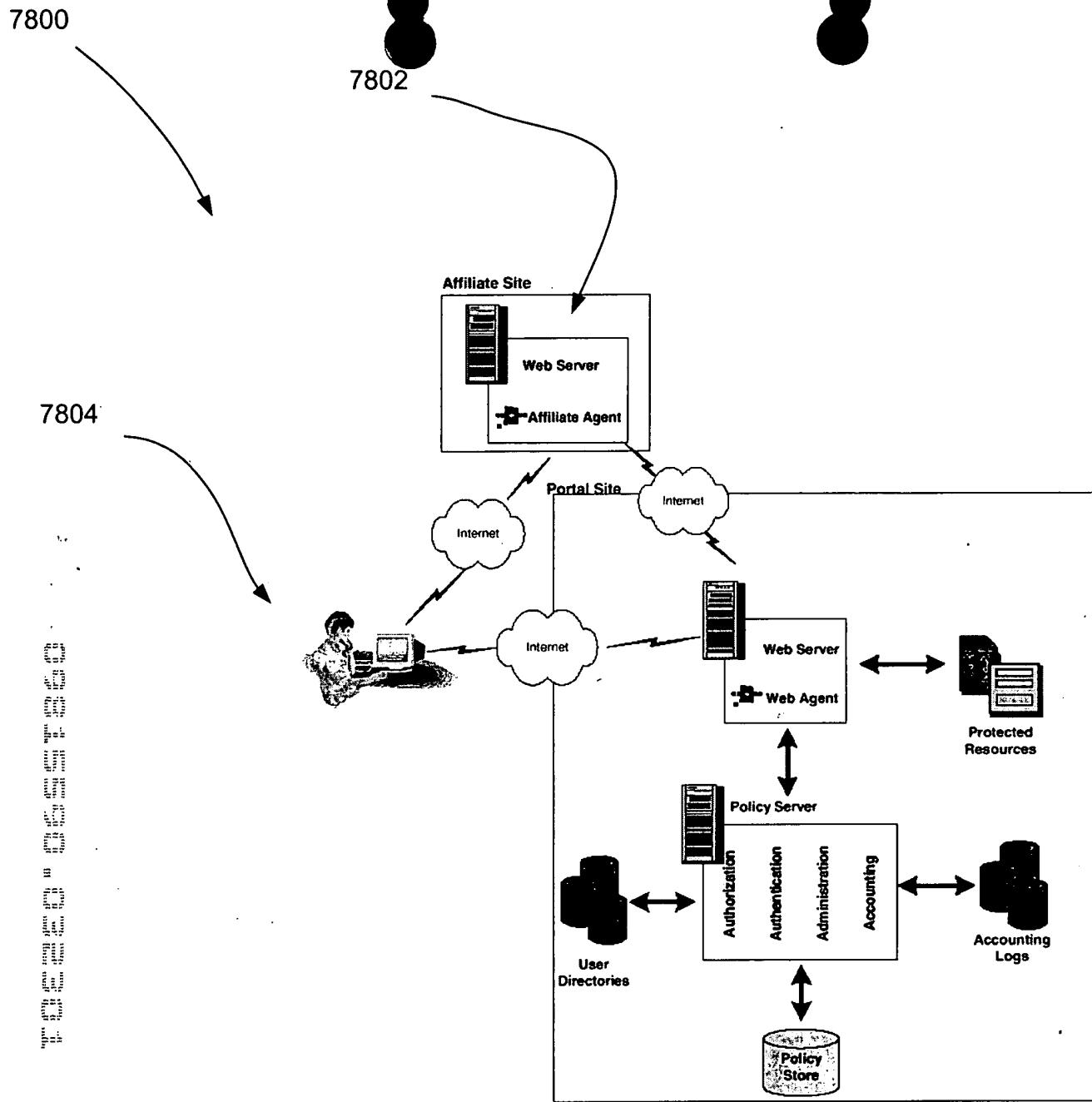
7700

7704



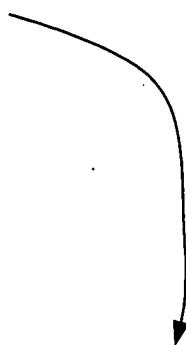
7702

Fig. 77

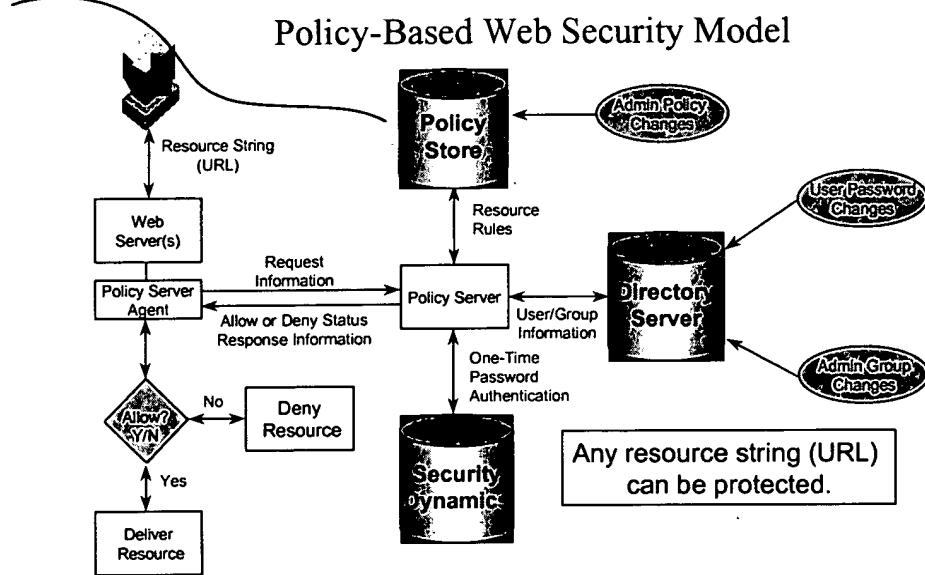


**Fig. 78**

7900

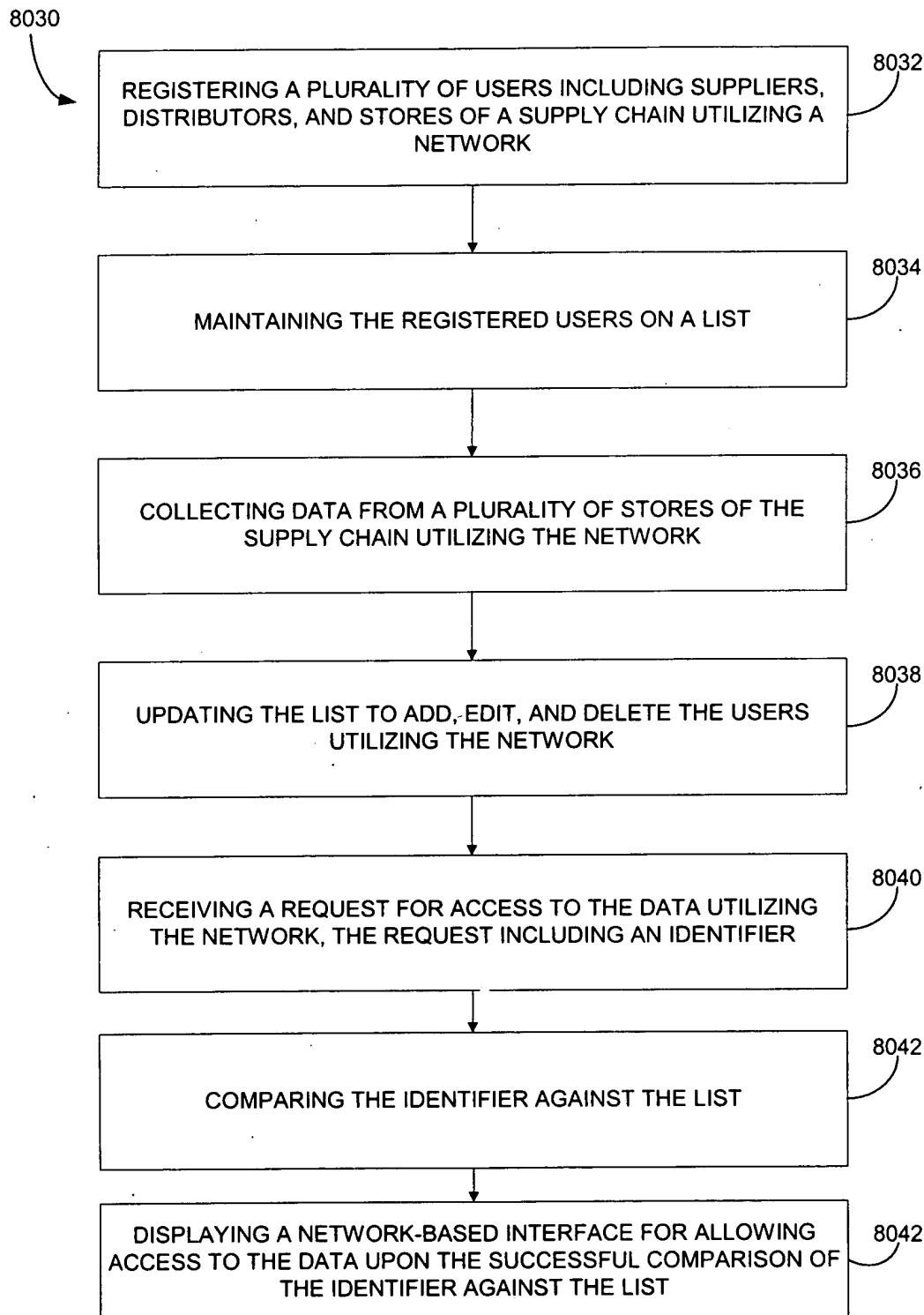


7902



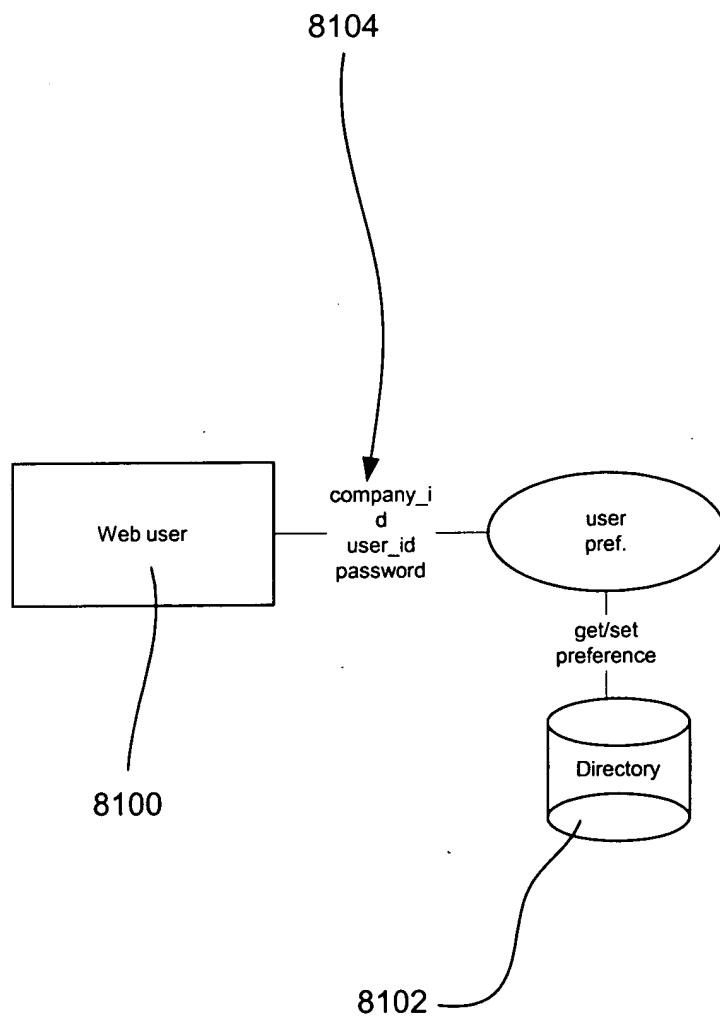
**Fig. 79**

25  
20  
15  
10  
5  
0



**FIG. 80**

8100 8102 8104



**Fig. 81**

8200

8202

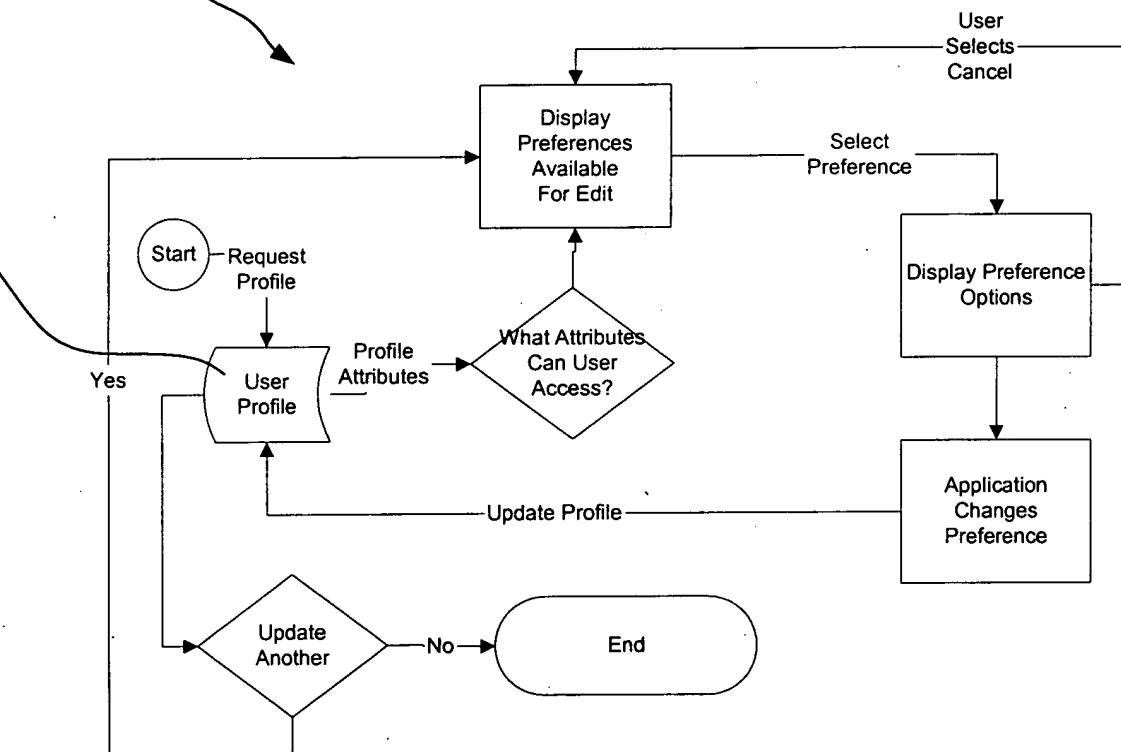
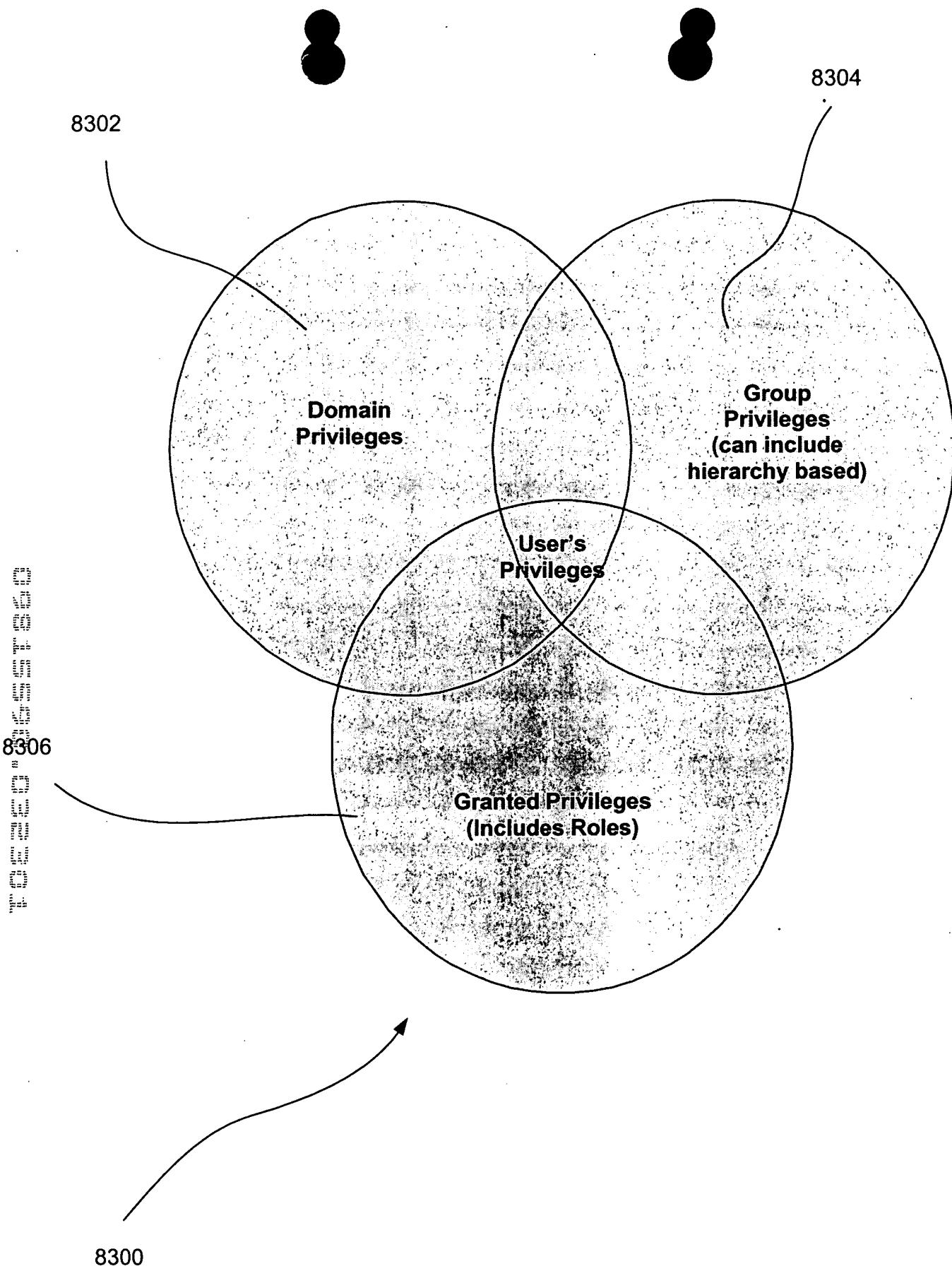


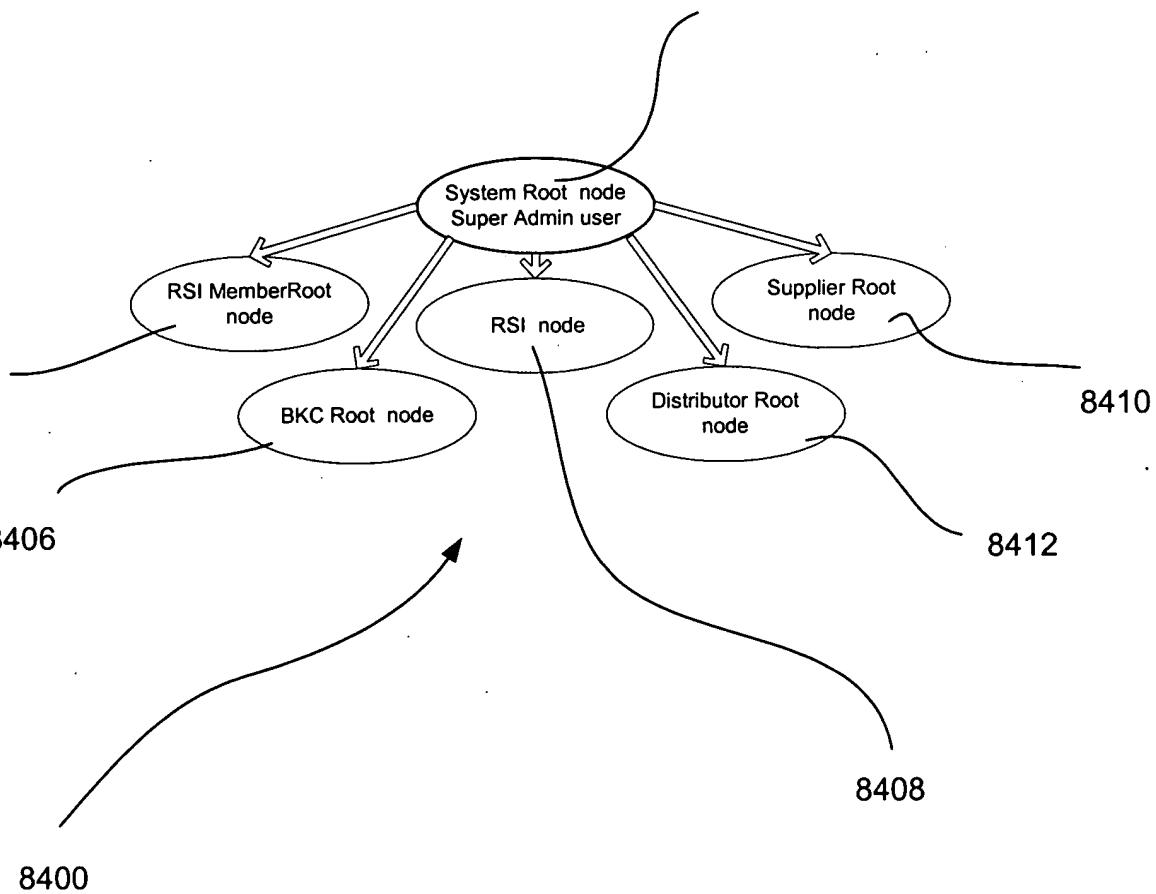
Fig. 82



**Fig. 83**

8404

8402



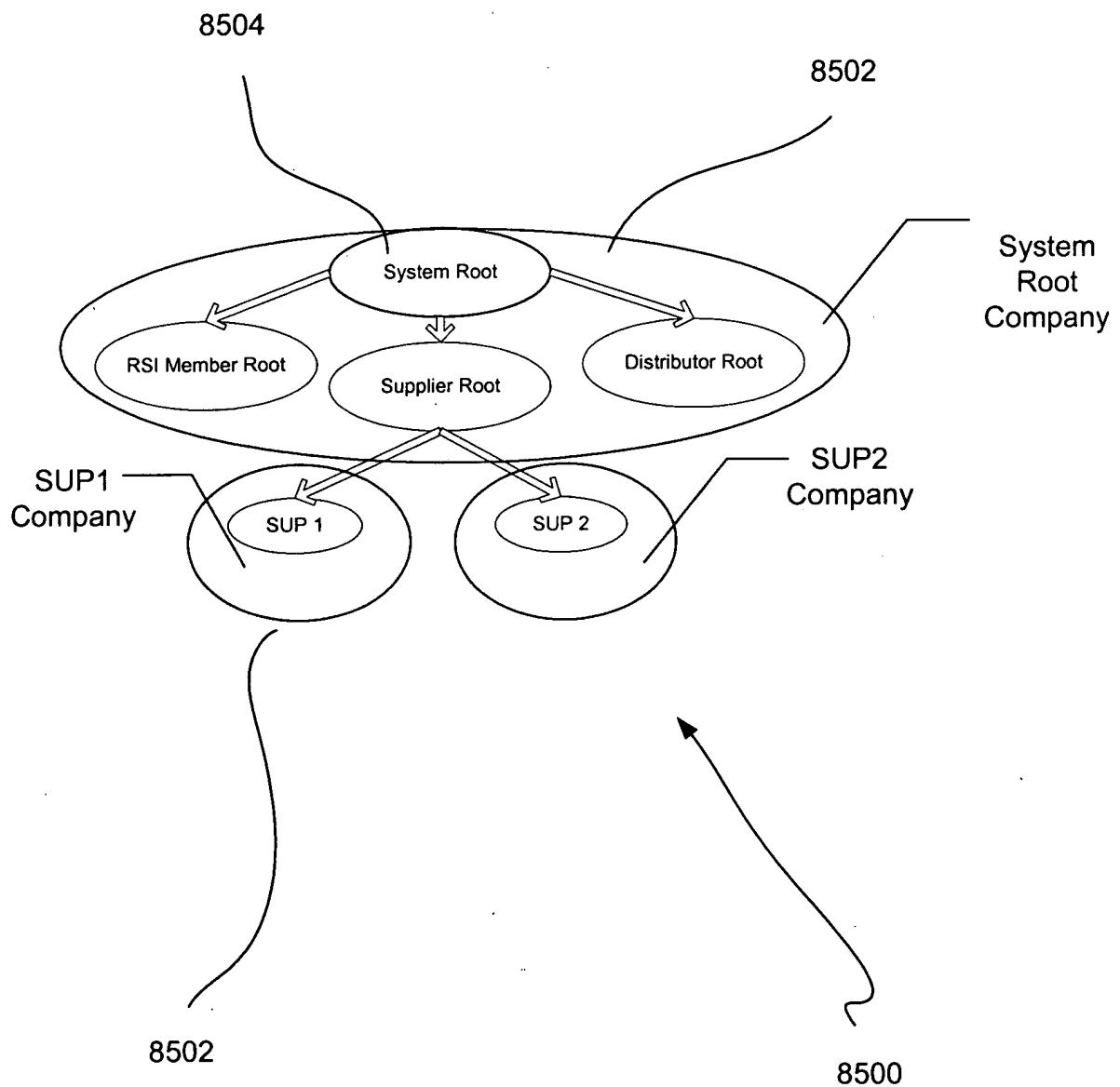
8406

8400

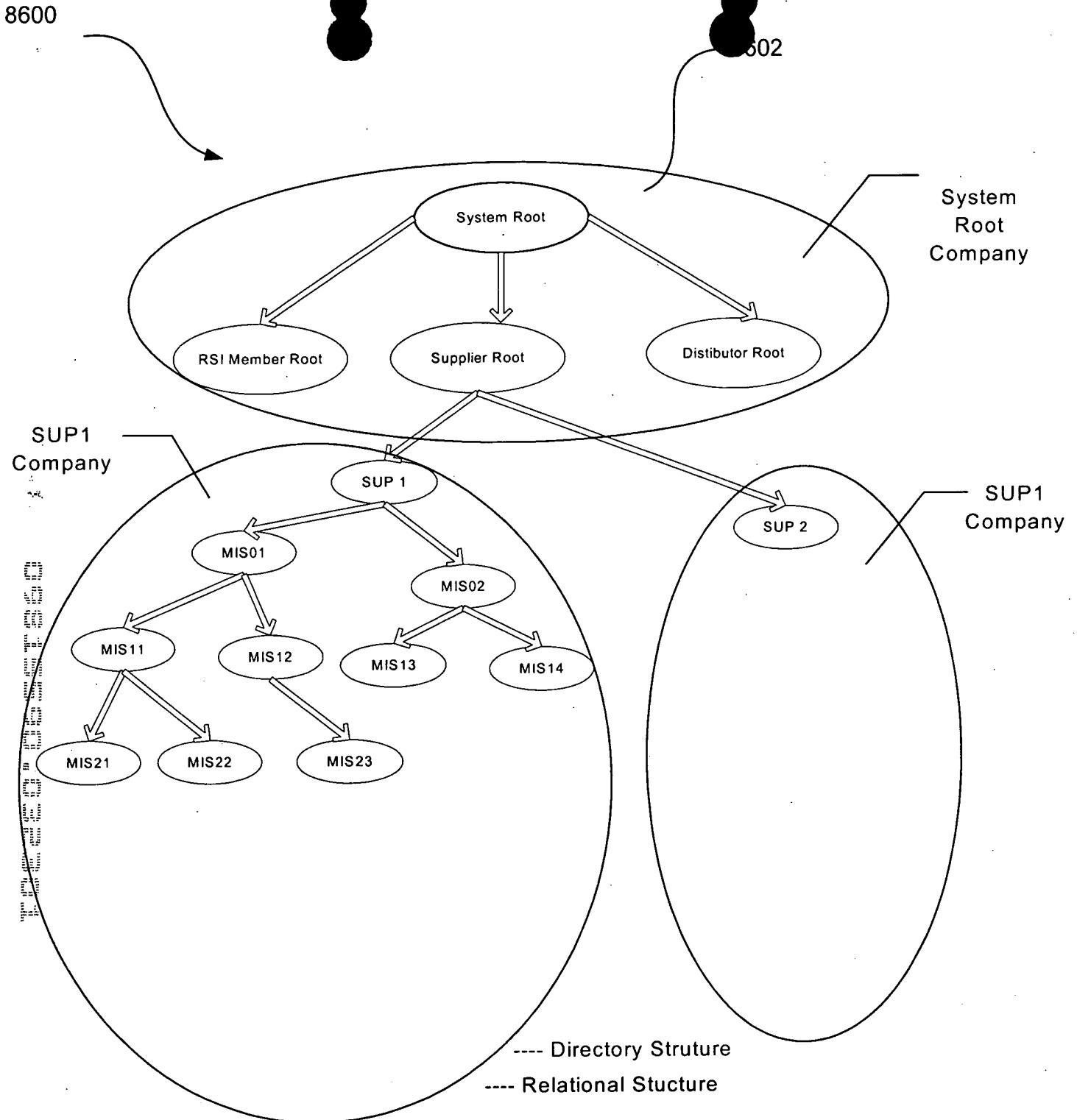
8412

8408

**Fig. 84**



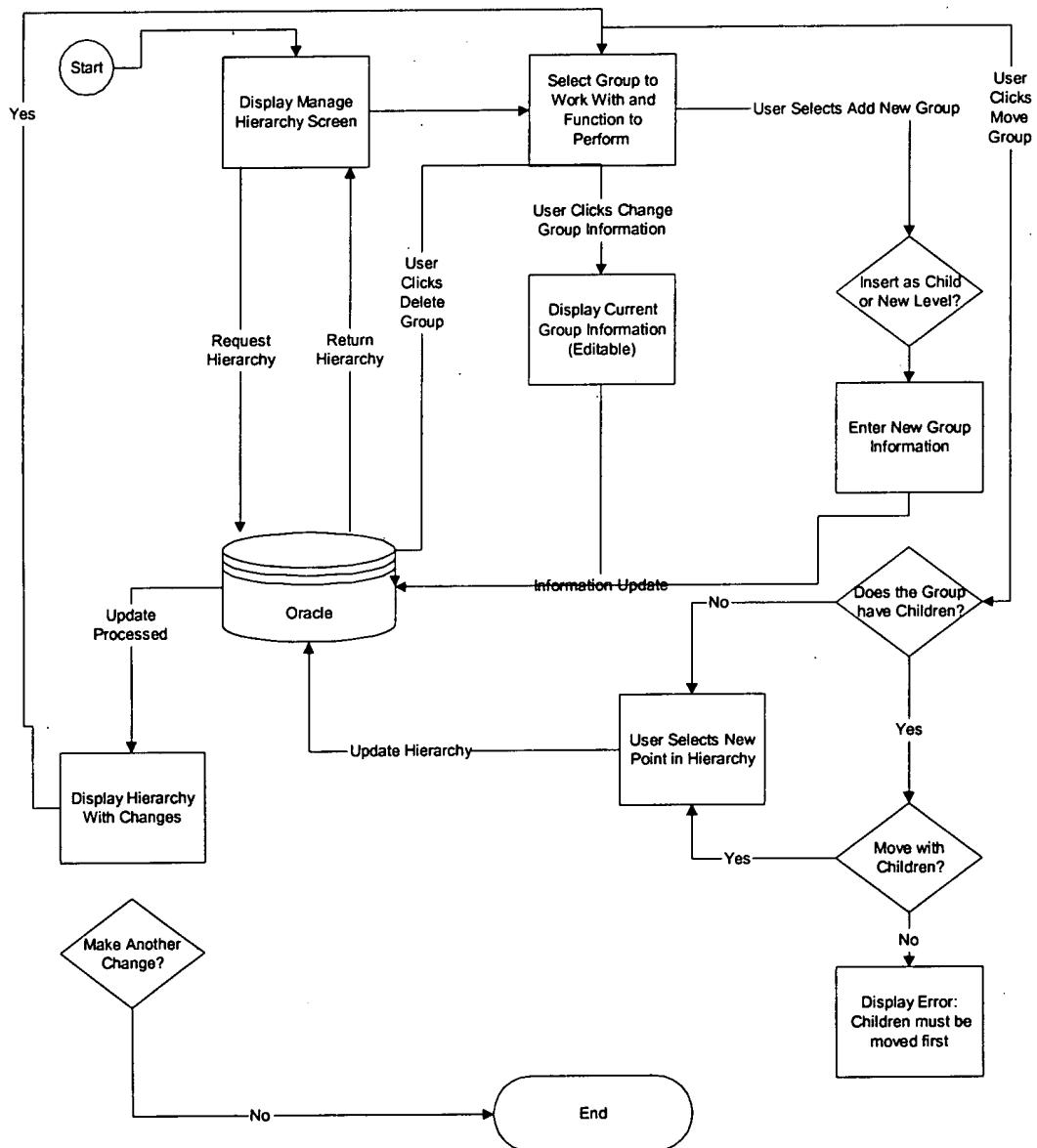
**Fig. 85**



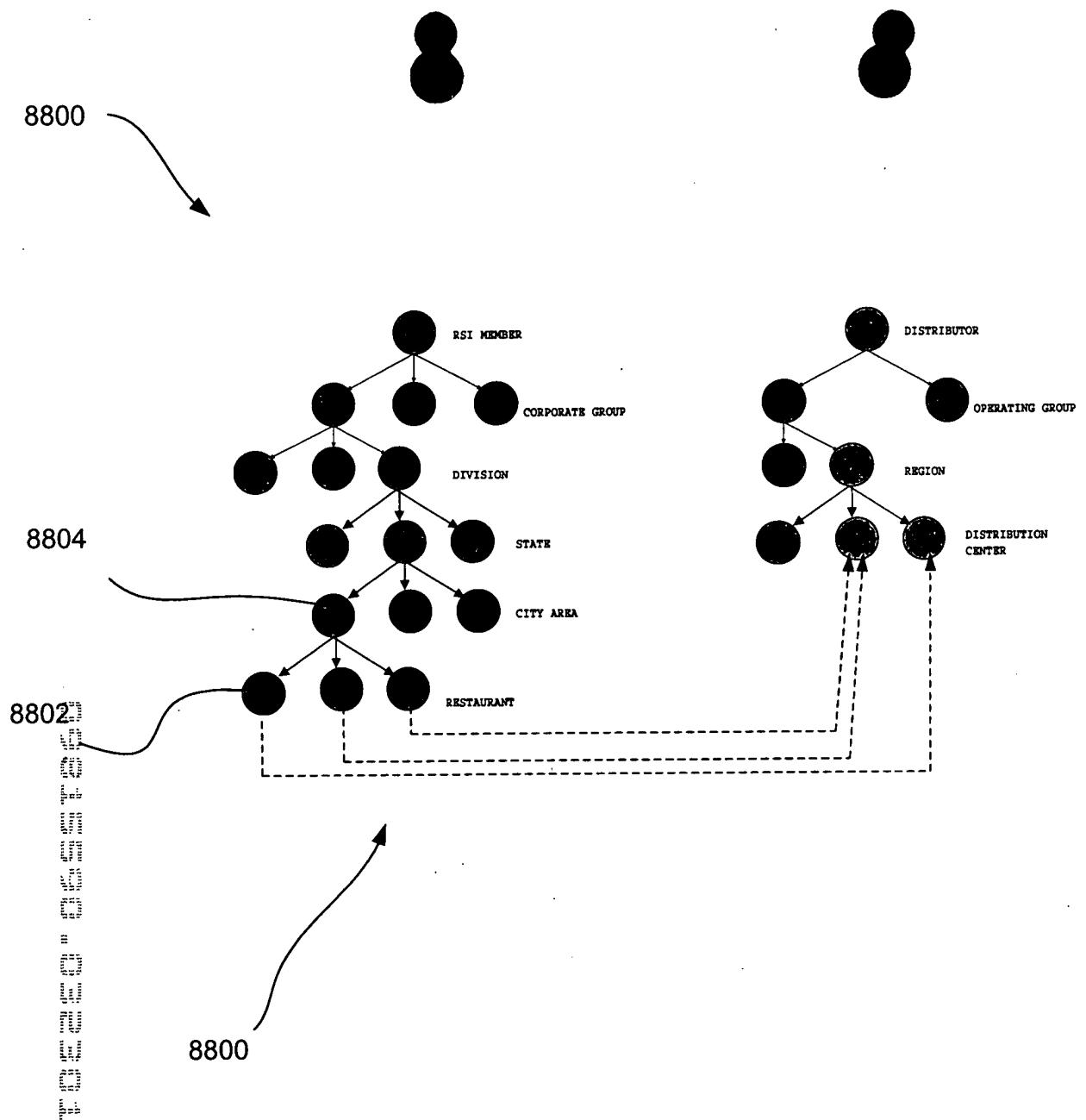
**Fig. 86**

8700

### Group Hi erarchy Manag ement: Data Flow



**Fig. 87**



**Fig. 88**

8902

1400

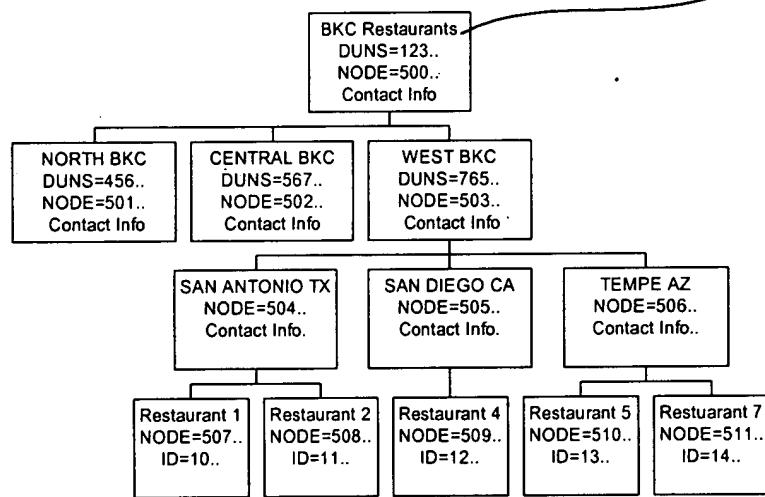
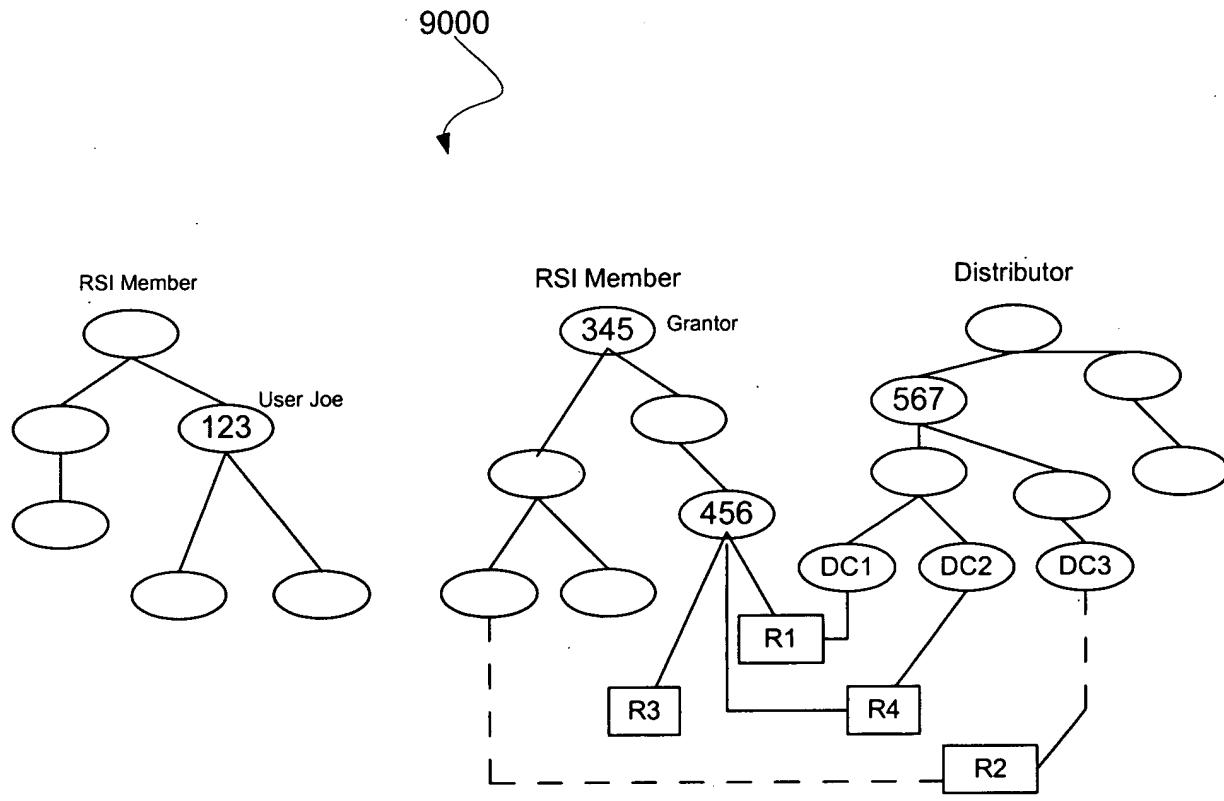


Fig. 89

RSI Member RSI Member Distributor



**FIG. 90**

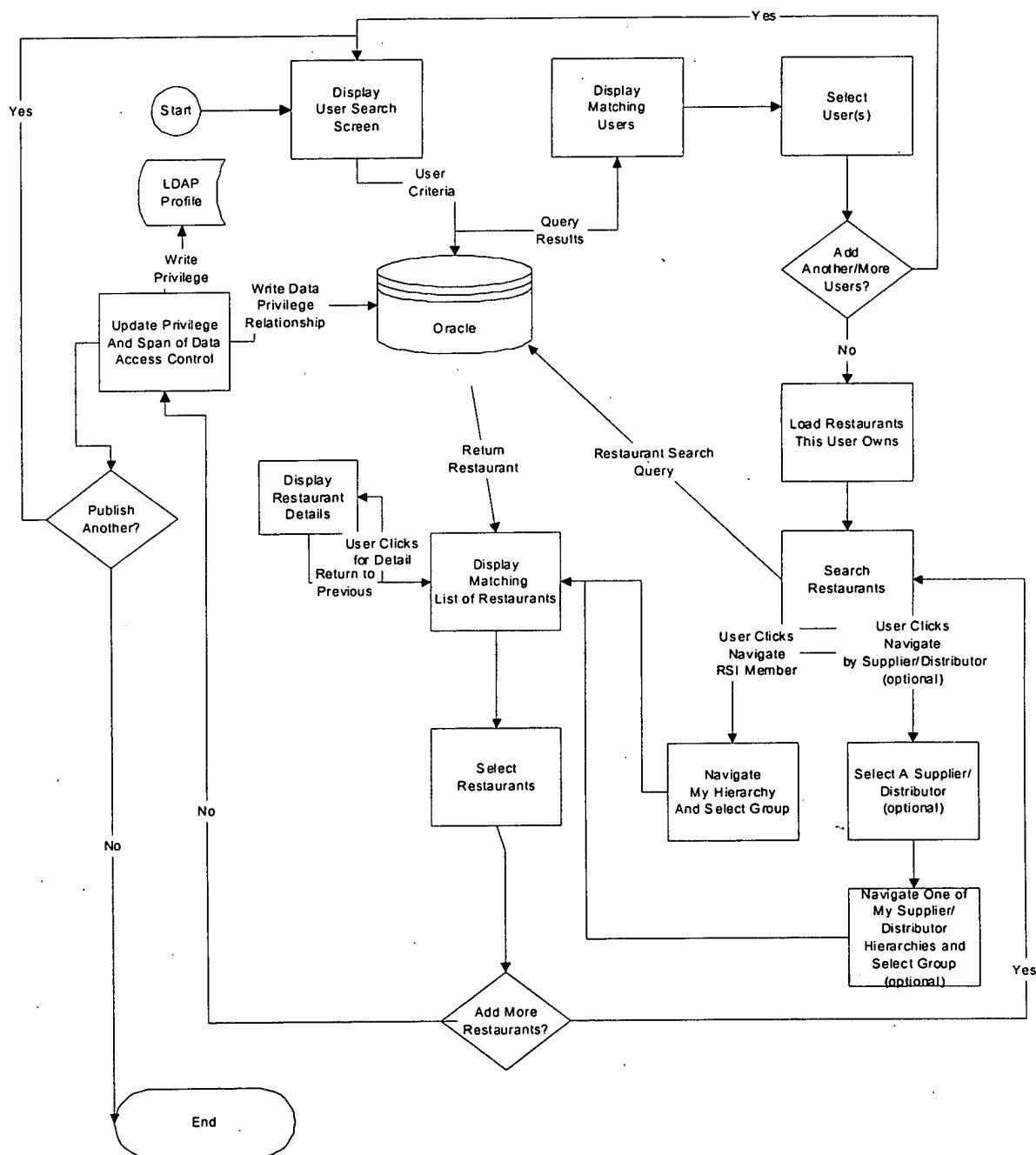
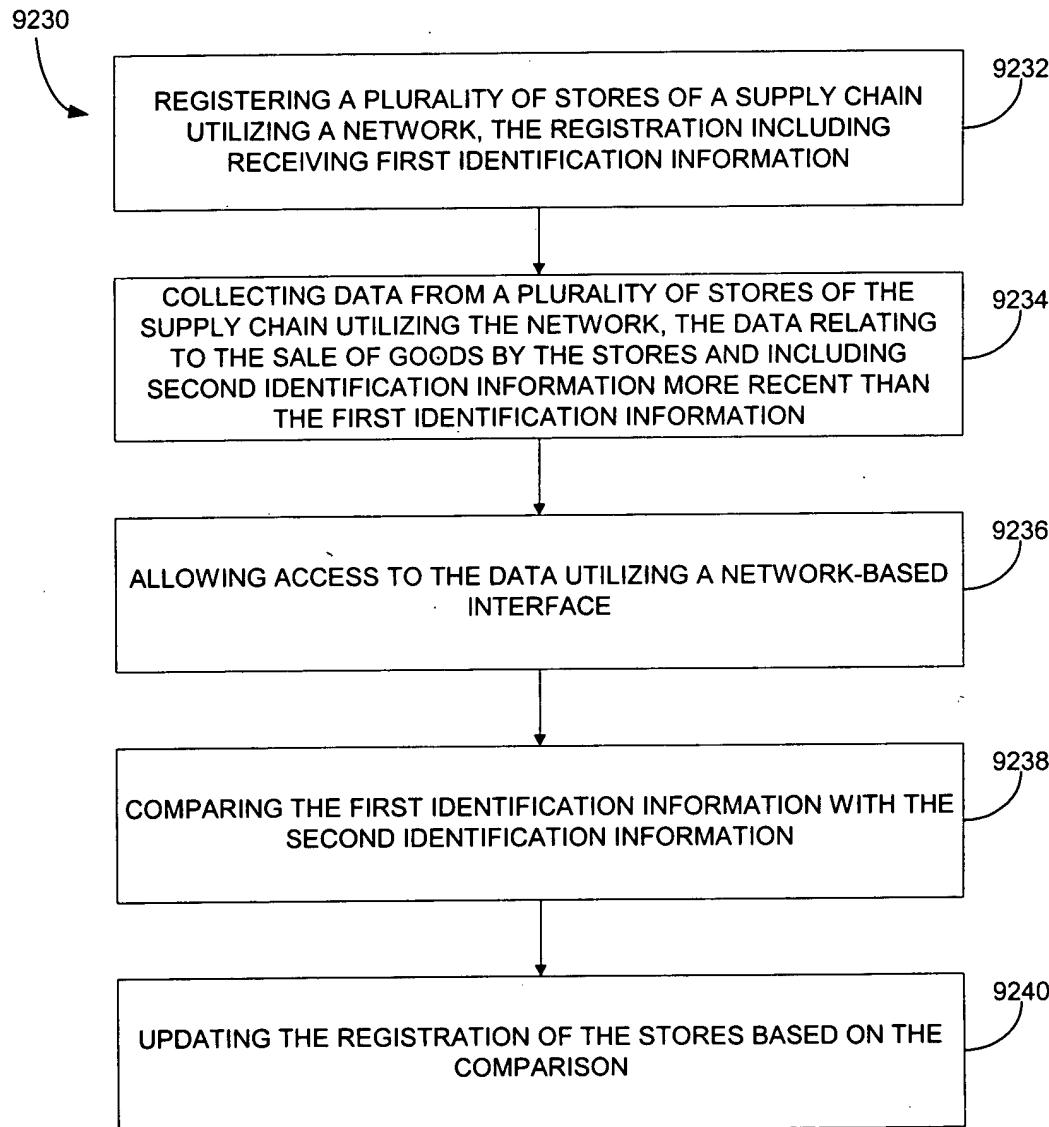


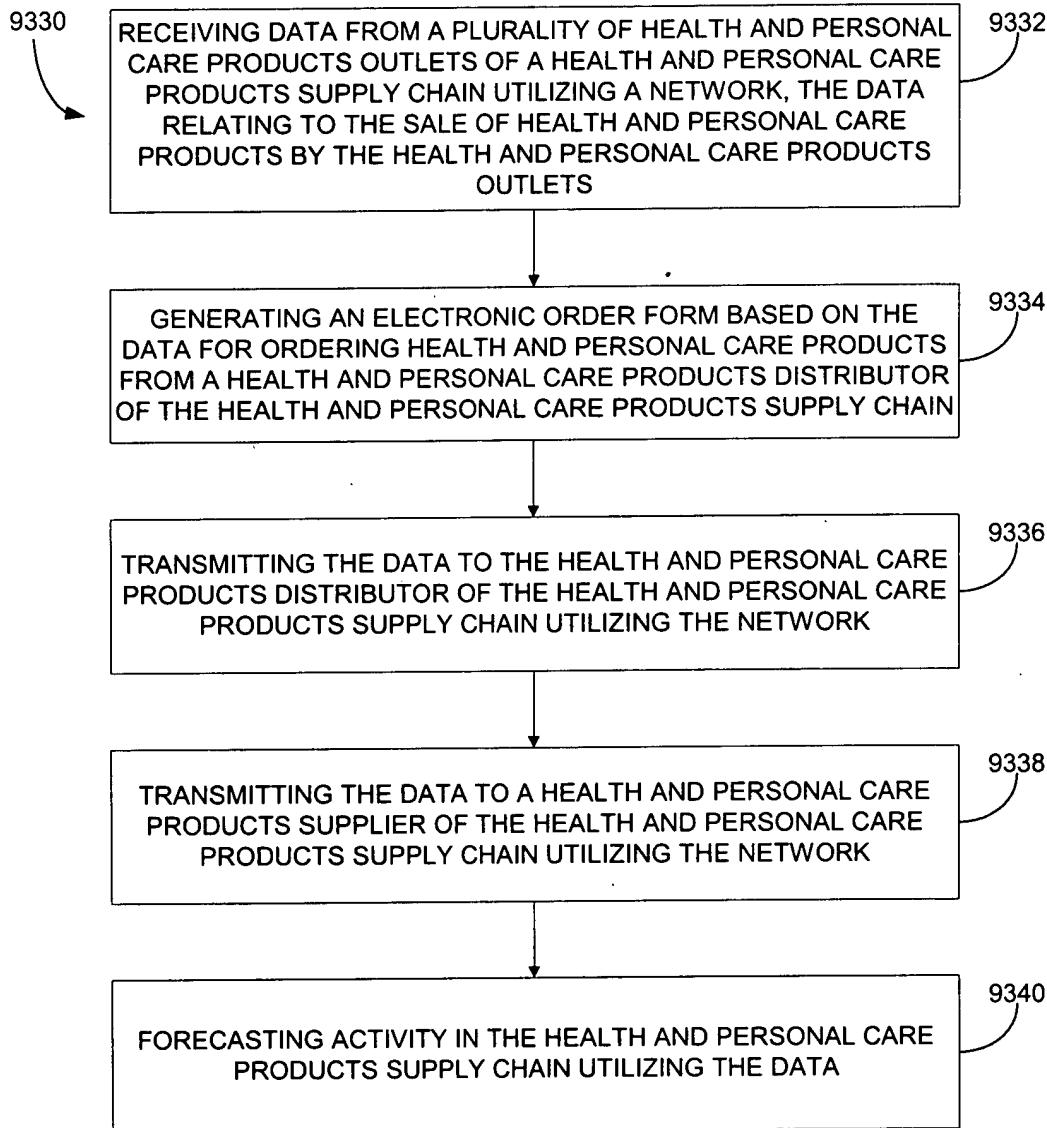
Fig. 91

9230  
9232  
9234  
9236  
9238  
9240

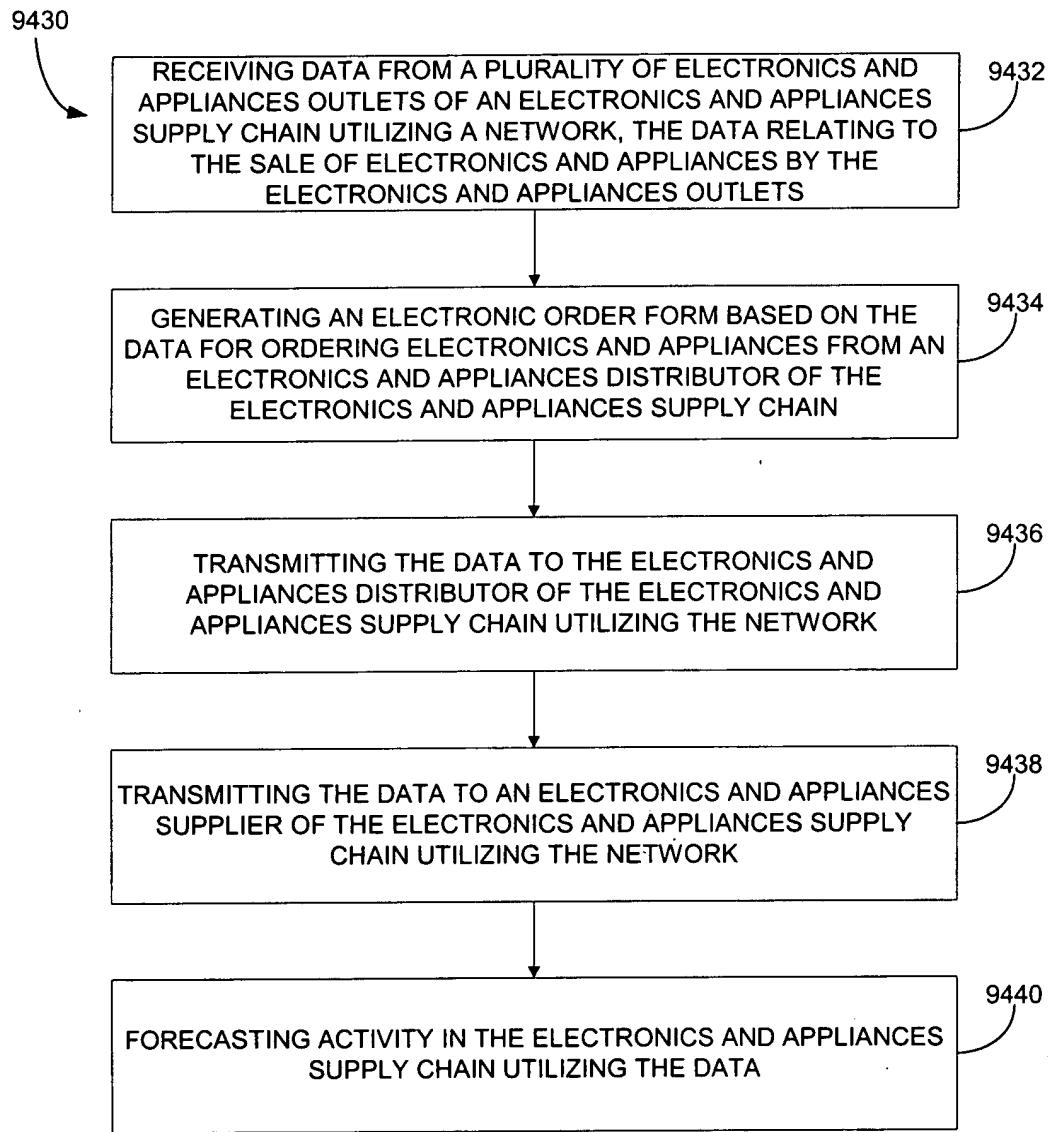


**FIG. 92**

20  
20  
20  
20  
20  
20  
20  
20  
20  
20  
20

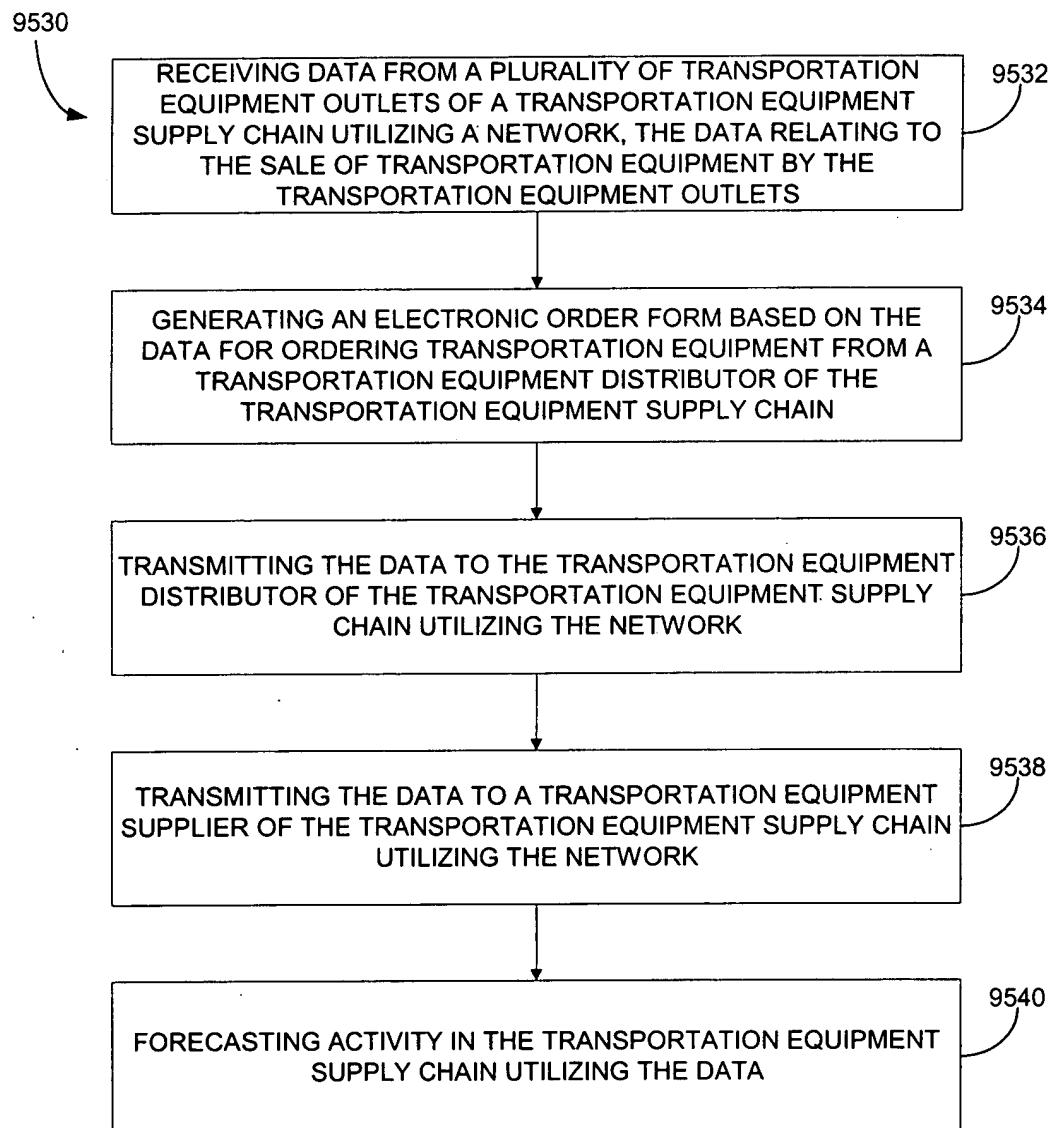


**FIG. 93**

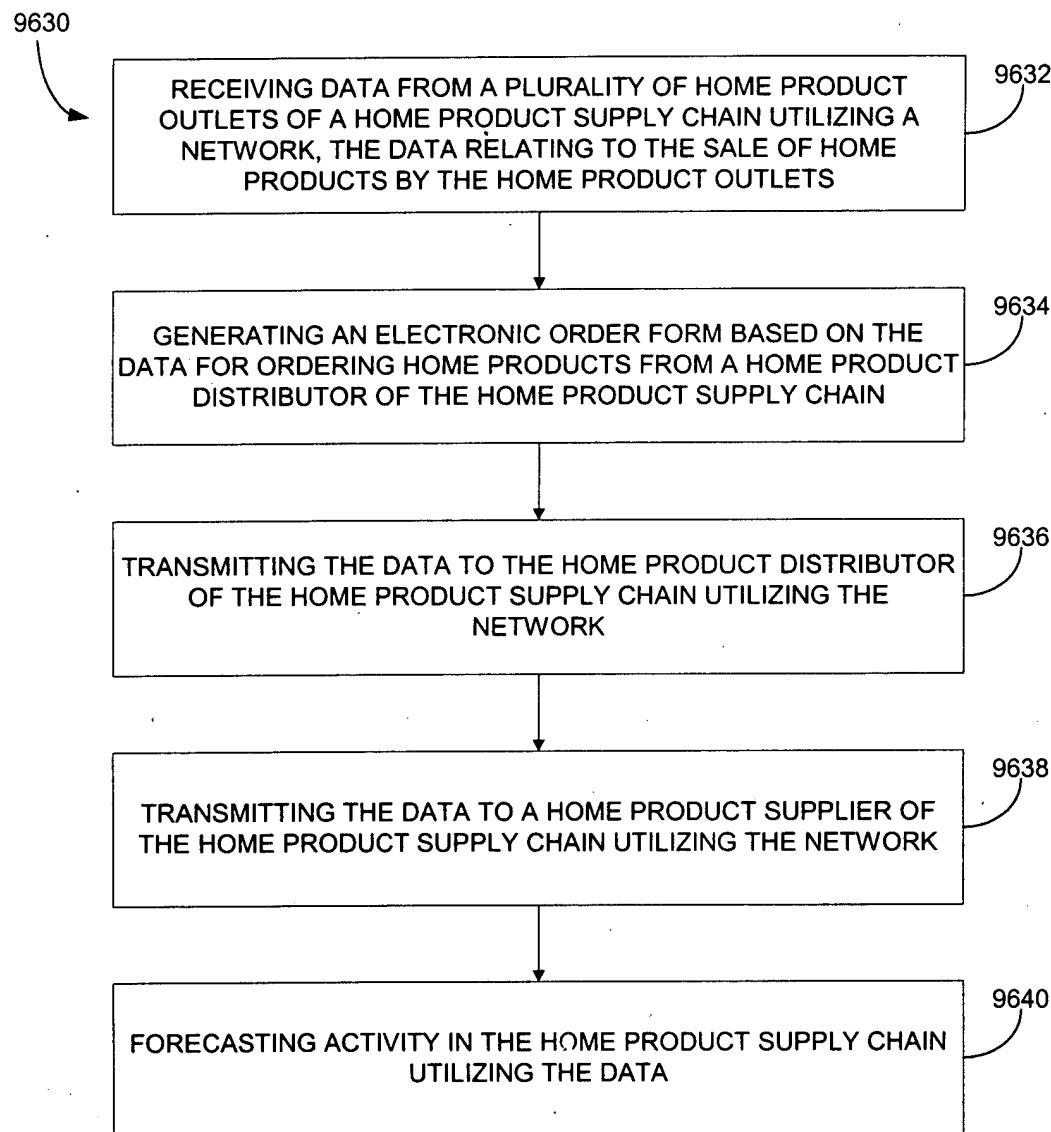


**FIG. 94**

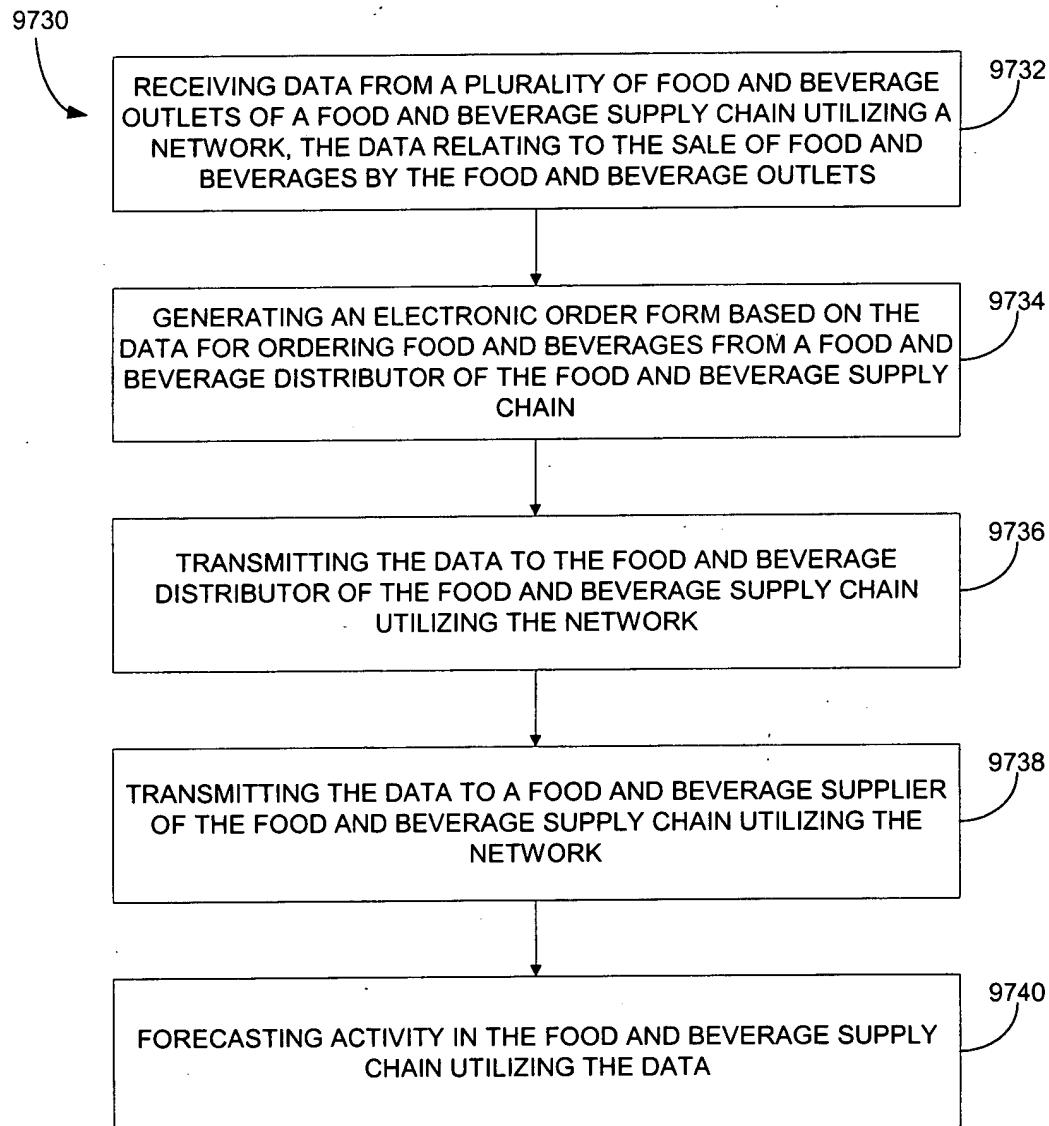
5  
20  
30  
35  
40  
45  
50  
55  
60  
65  
70  
75  
80  
85  
90



**FIG. 95**

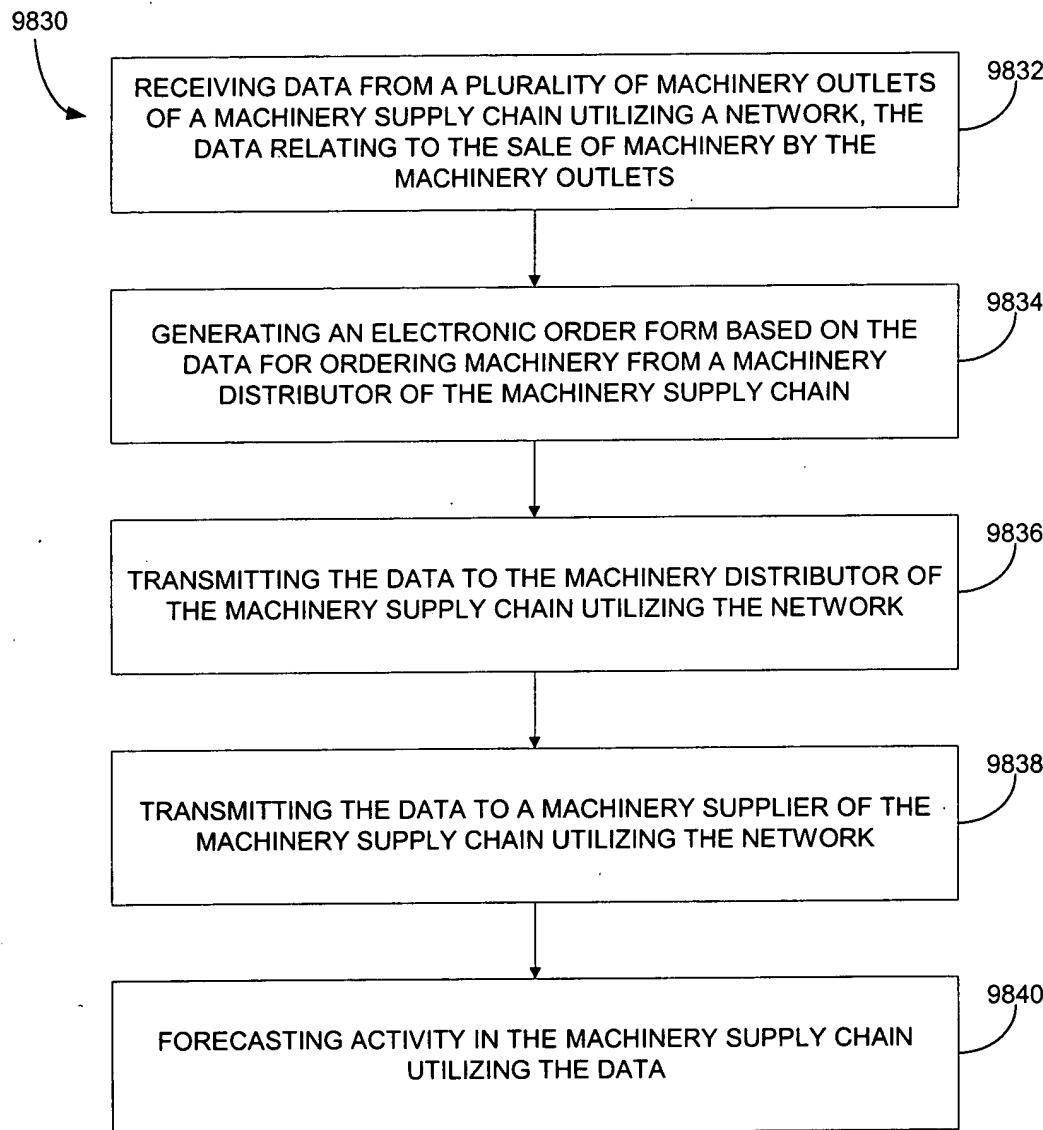


**FIG. 96**



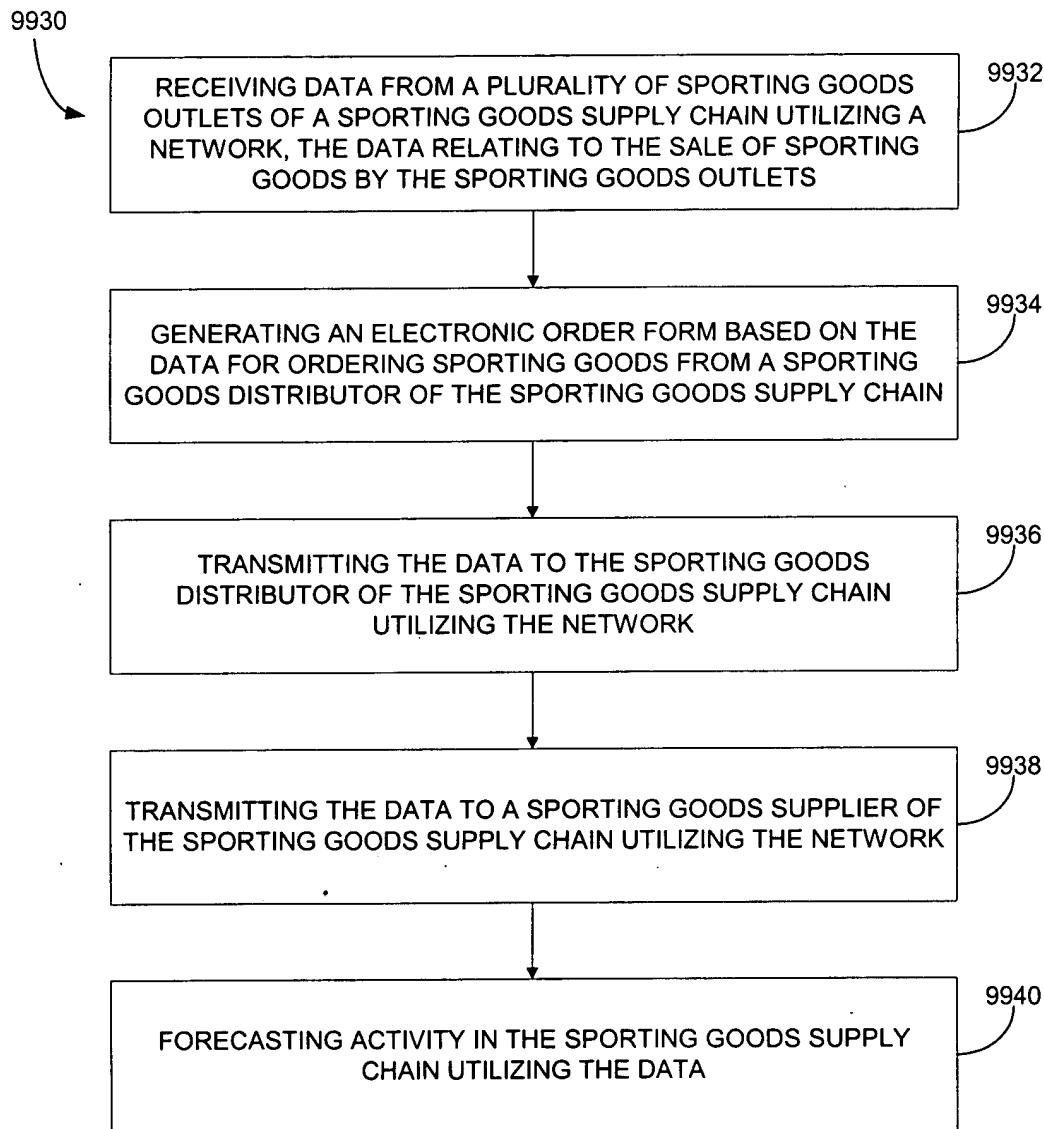
**FIG. 97**

50  
55  
60  
65  
70  
75  
80  
85  
90  
95



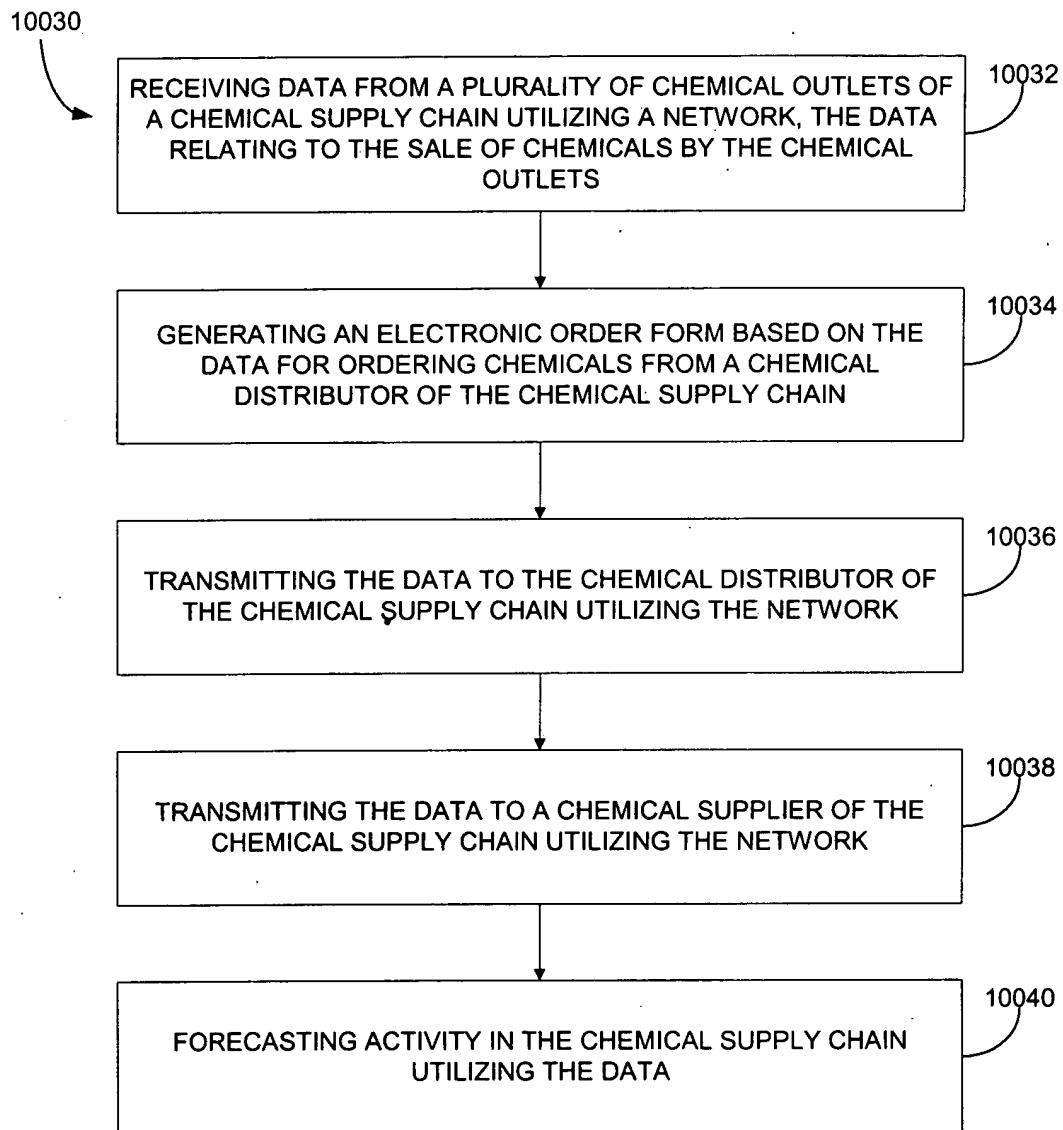
**FIG. 98**

9930  
9932  
9934  
9936  
9938  
9940



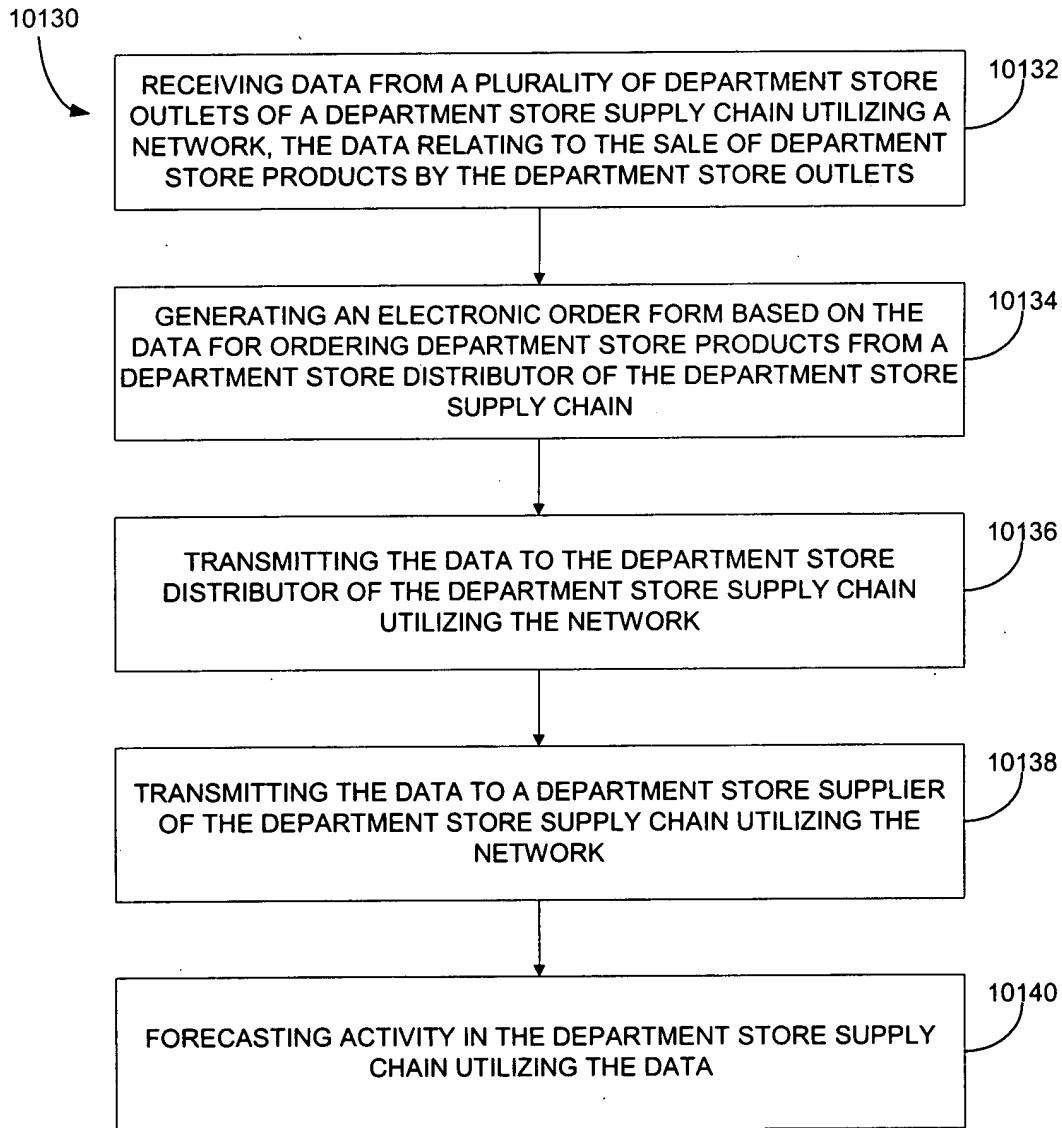
**FIG. 99**

10030  
10032  
10034  
10036  
10038  
10040

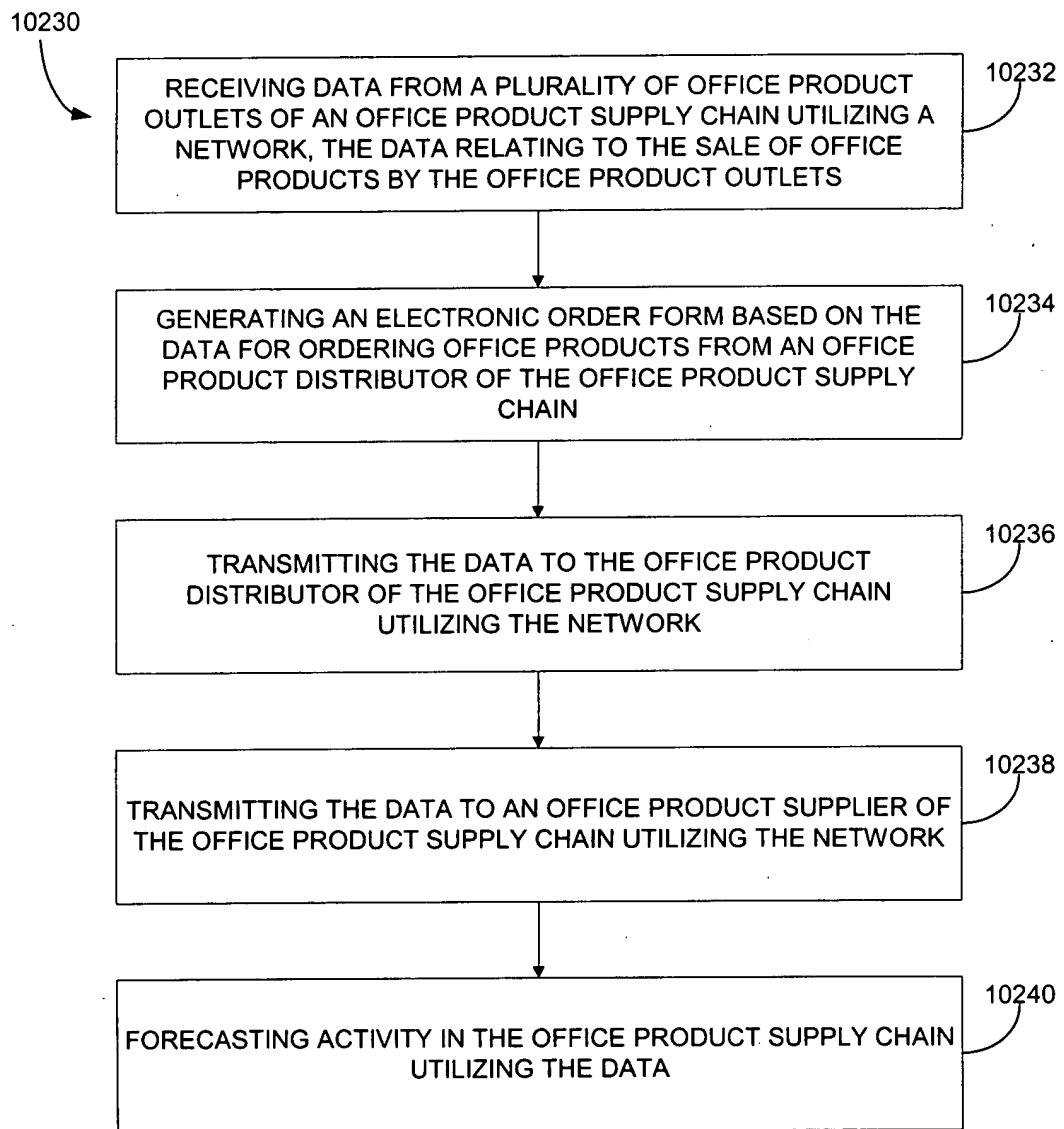


**FIG. 100**

10130  
10132  
10134  
10136  
10138  
10140



**FIG. 101**



**FIG. 102A**

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS  
OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE  
DATA RELATING TO THE SALE OF BOOKS BY THE BOOK  
OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING BOOKS FROM A BOOK  
DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF  
THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

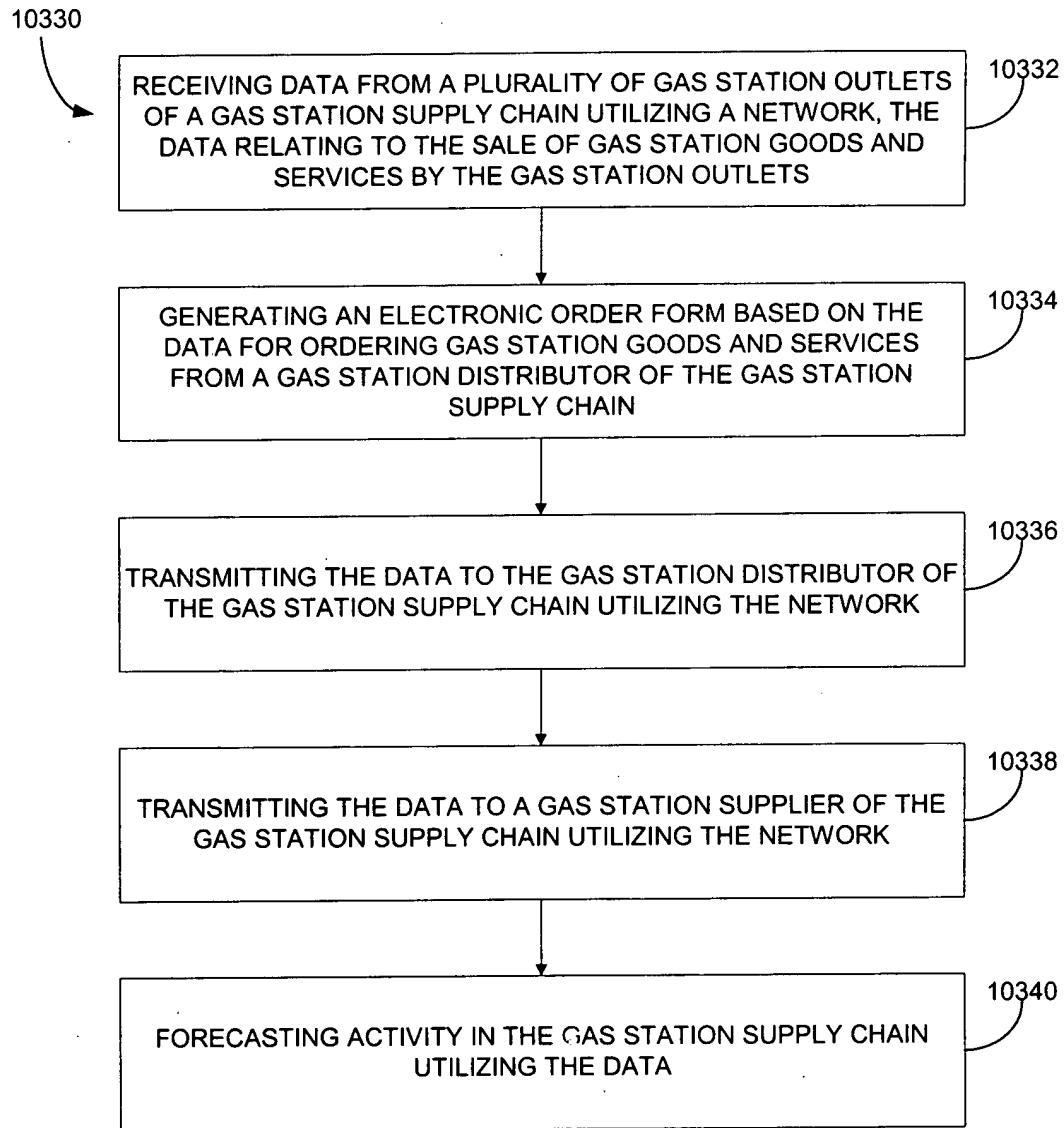
TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE  
BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN  
UTILIZING THE DATA

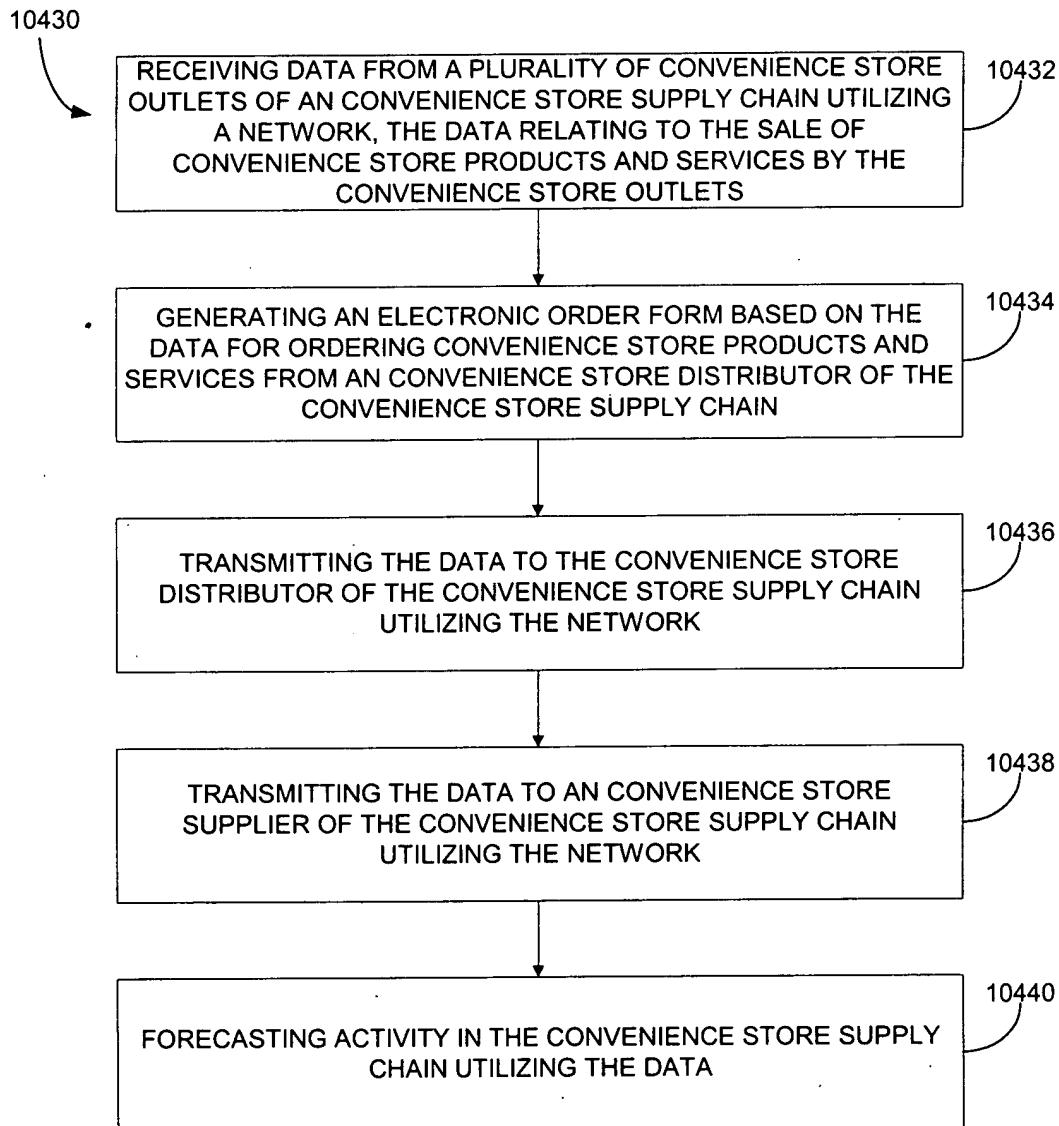
10270

**FIG. 102B**

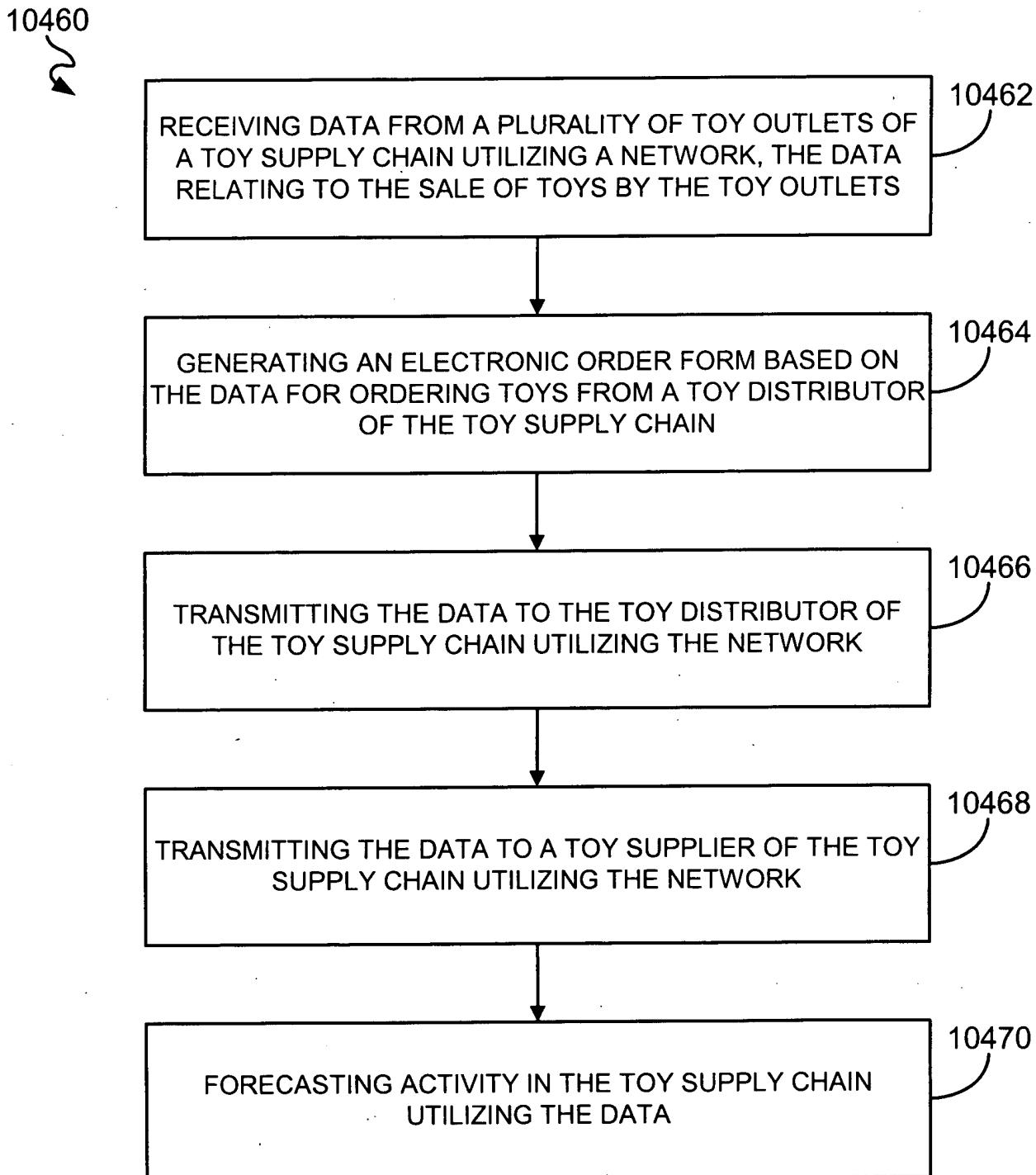


**FIG. 103**

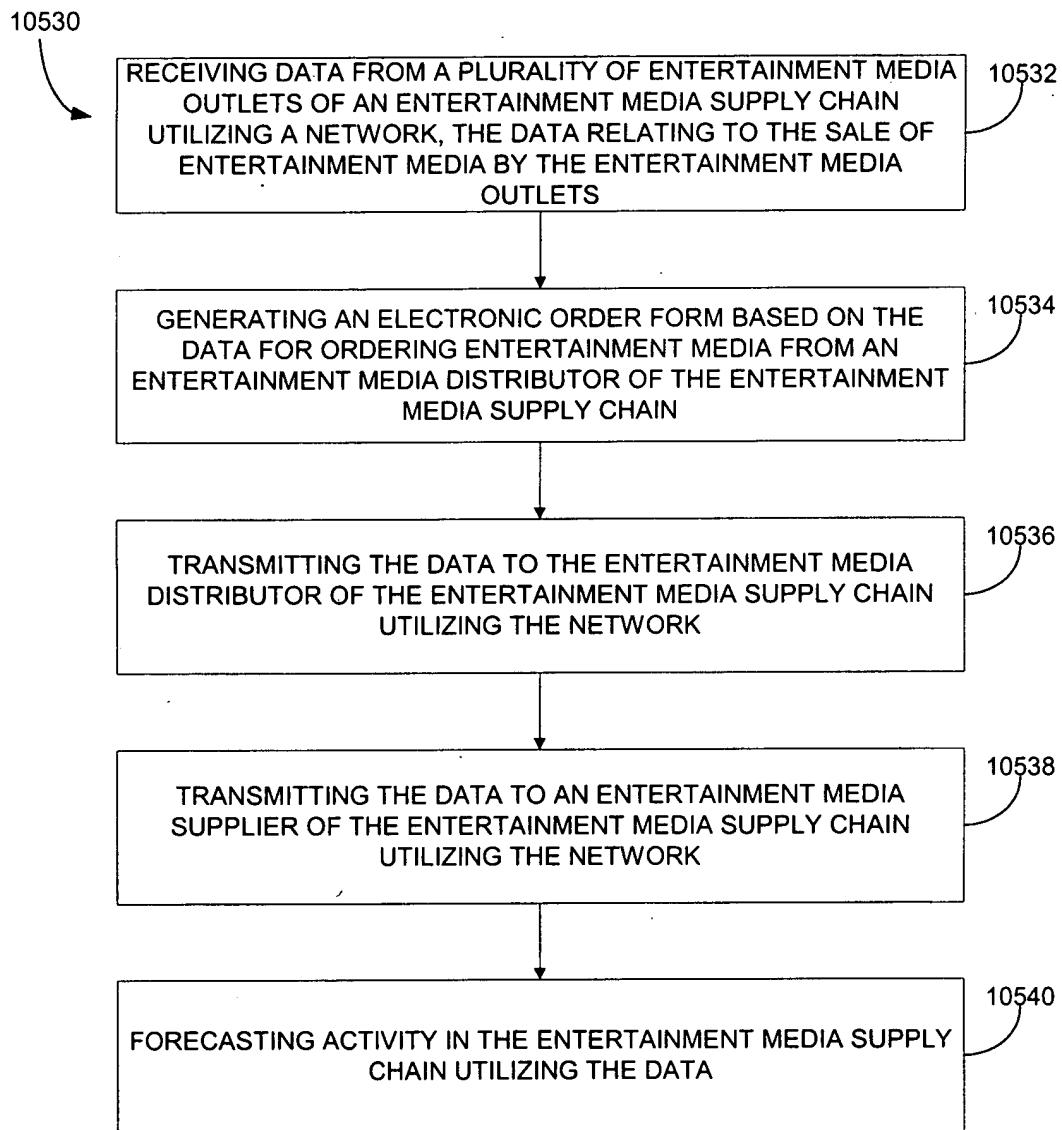
50  
49  
48  
47  
46  
45  
44  
43  
42  
41  
40  
39  
38  
37  
36  
35  
34  
33  
32  
31  
30  
29  
28  
27  
26  
25  
24  
23  
22  
21  
20  
19  
18  
17  
16  
15  
14  
13  
12  
11  
10  
9  
8  
7  
6  
5  
4  
3  
2  
1



**FIG. 104A**

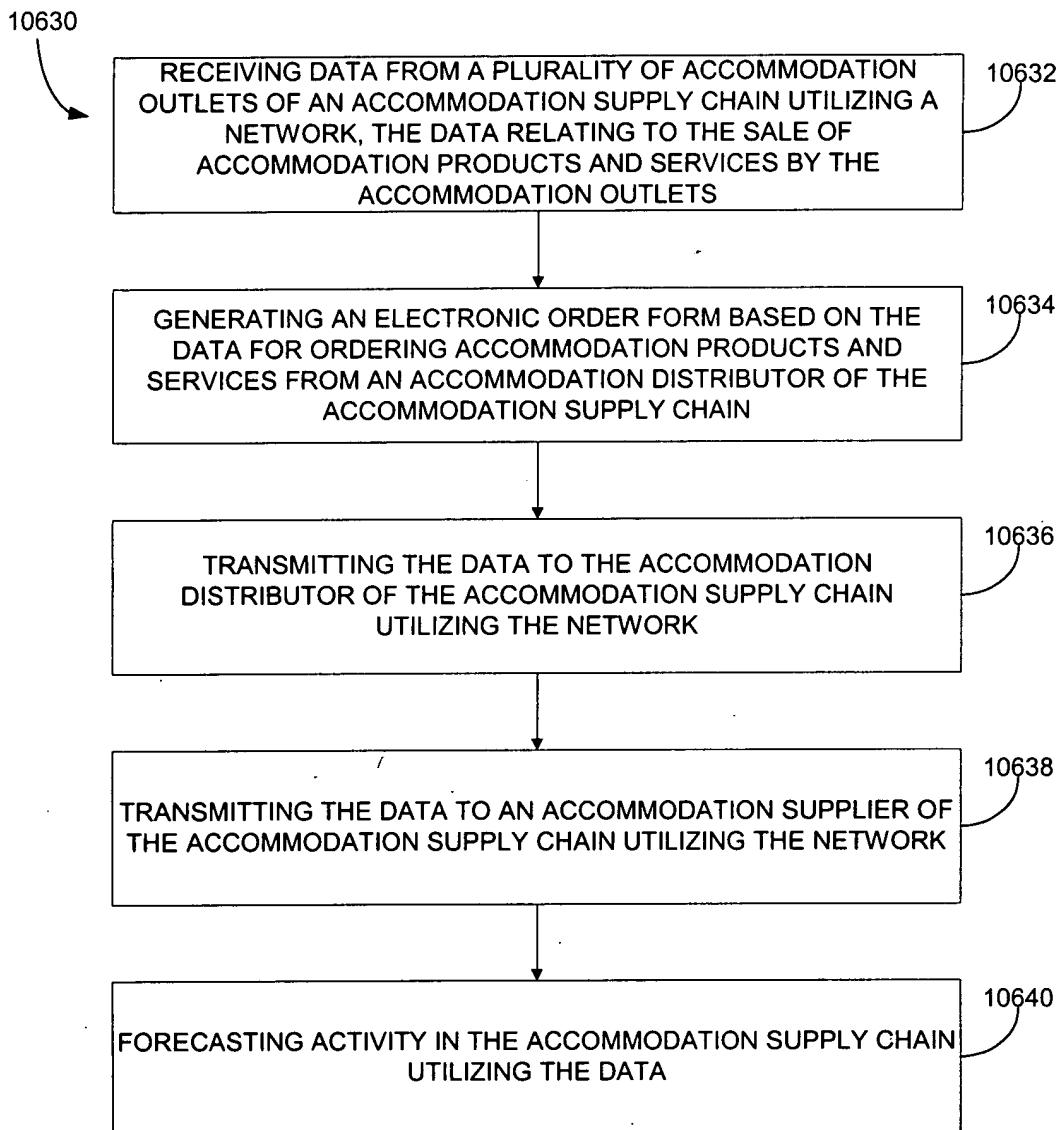


**FIG. 104B**



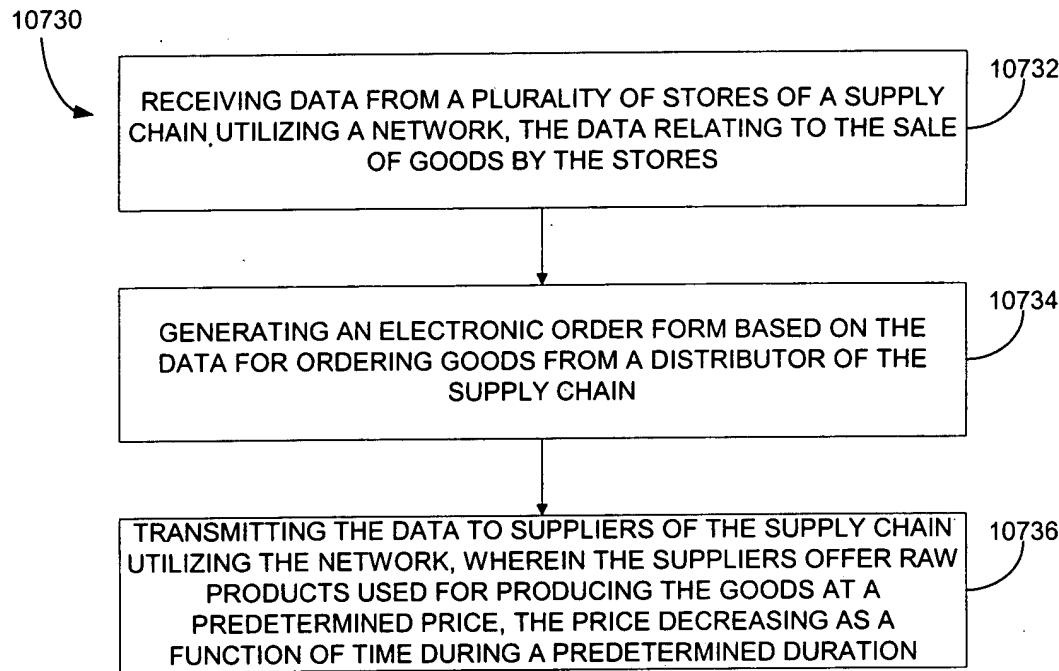
**FIG. 105**

60 62 64 66 68 70 72 74 76 78 80 82 84

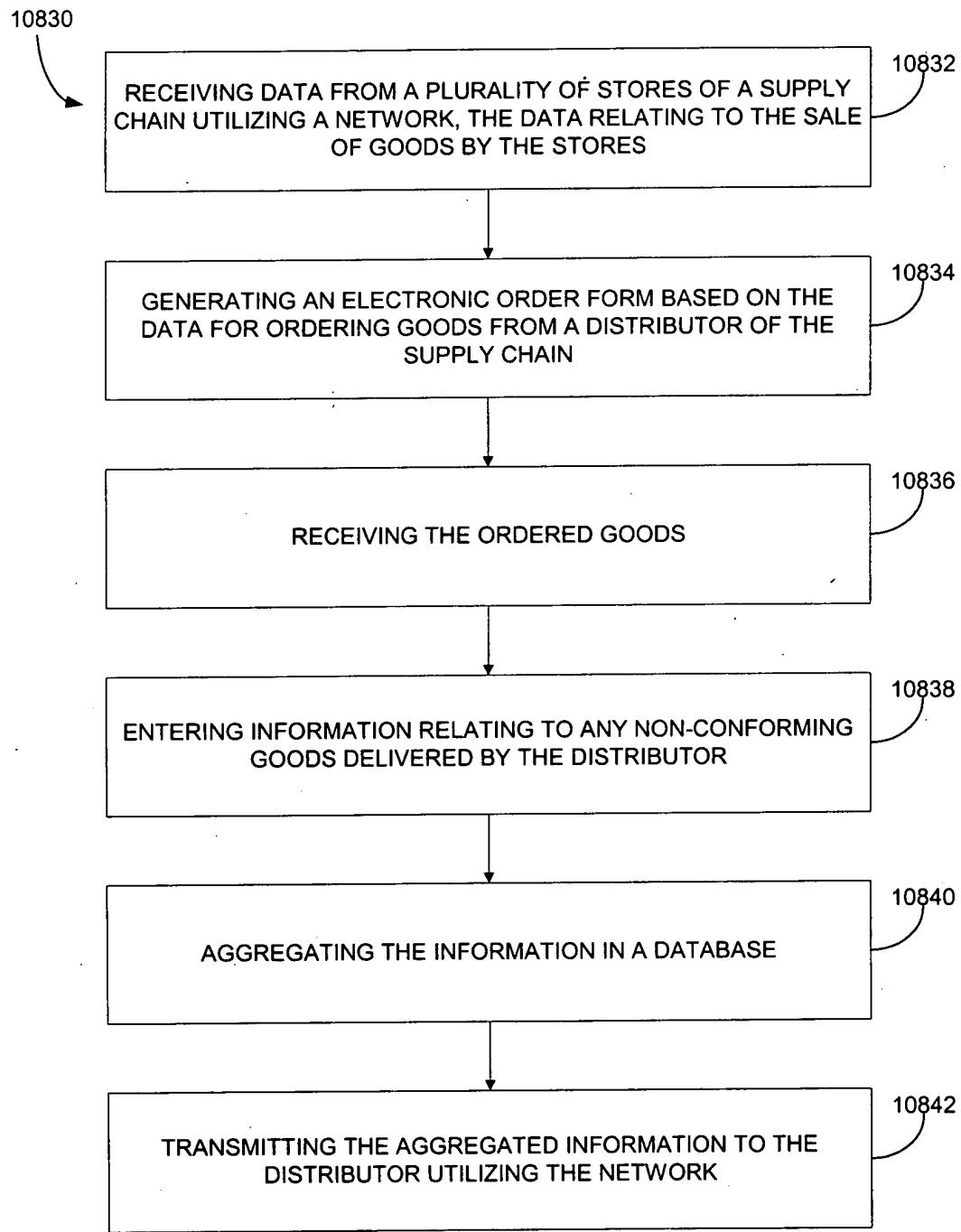


**FIG. 106**

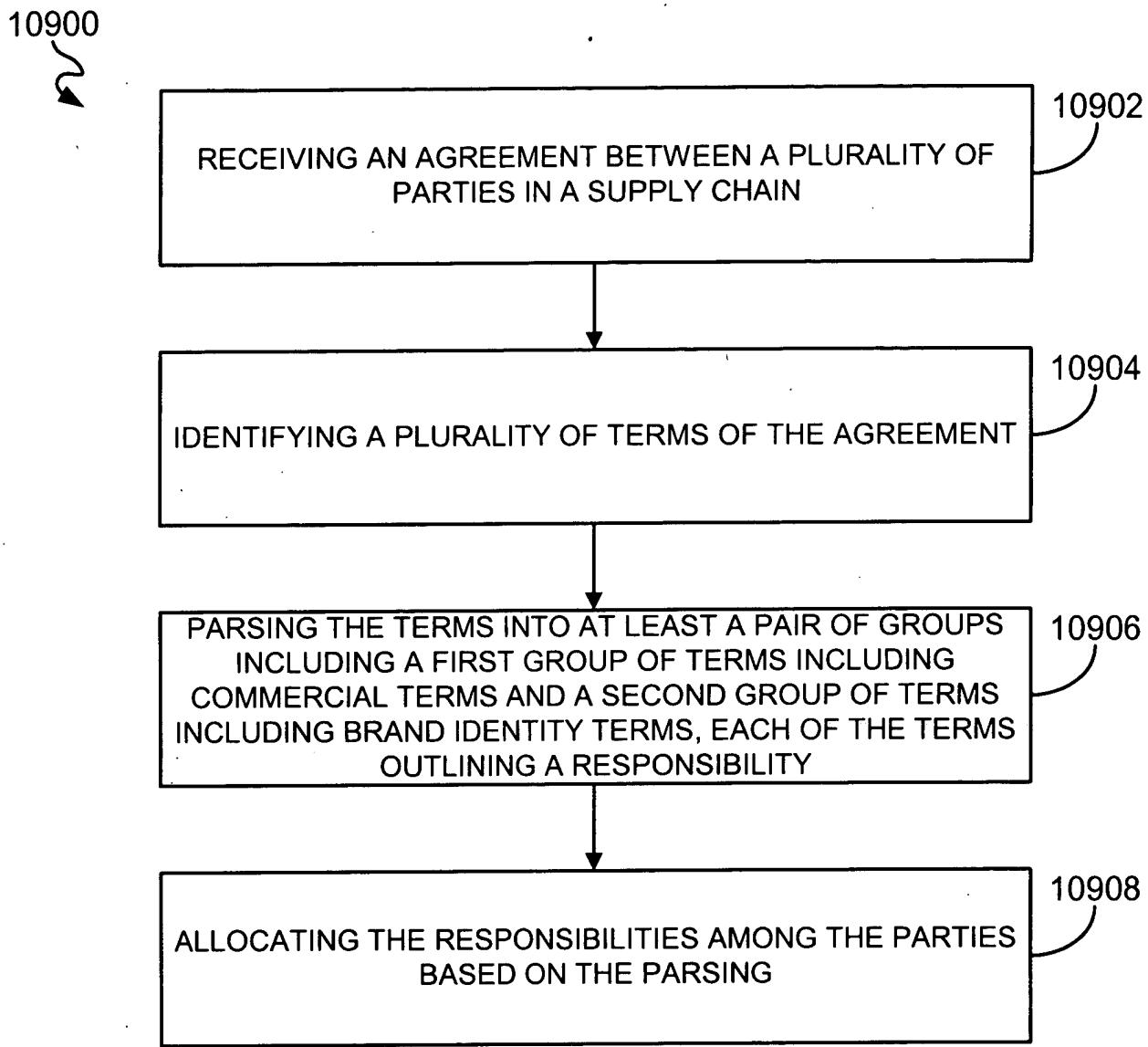
500 500 500 500 500 500



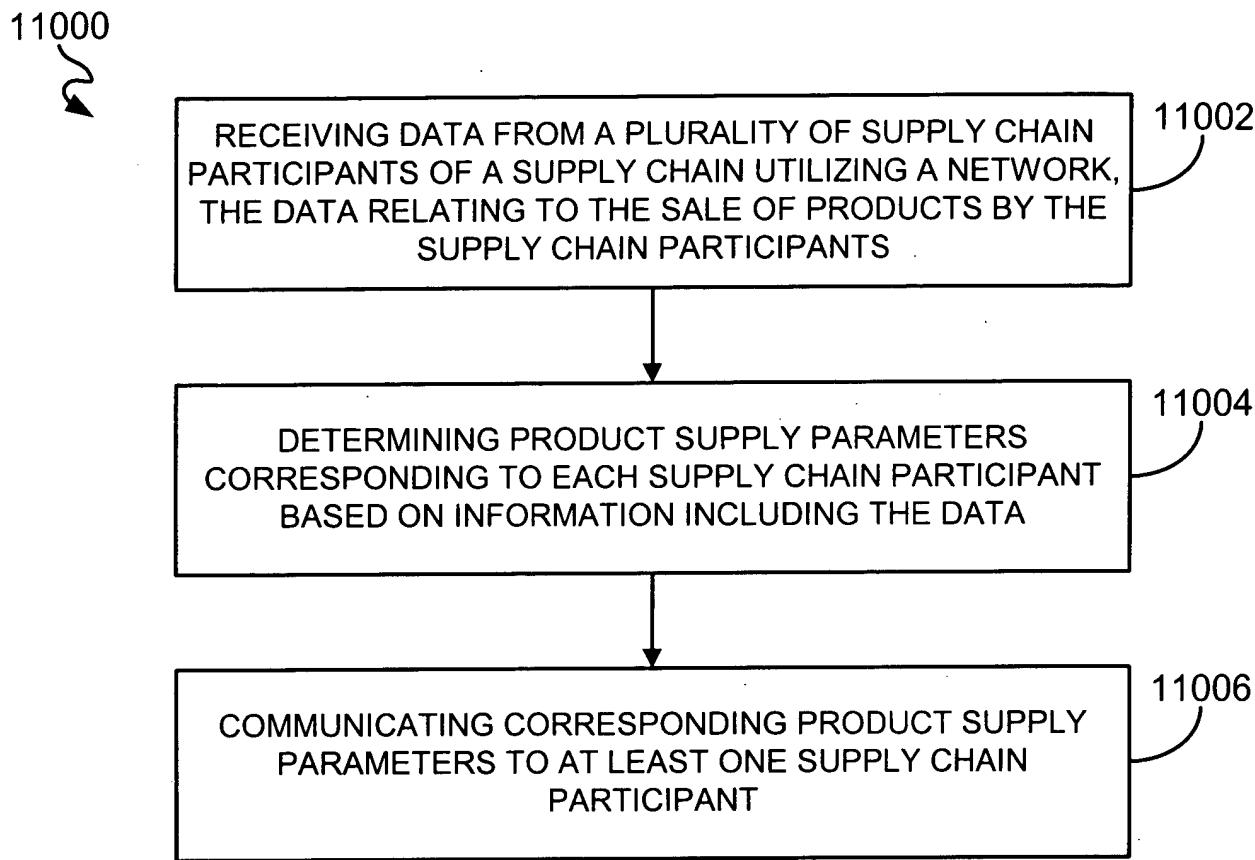
**FIG. 107**



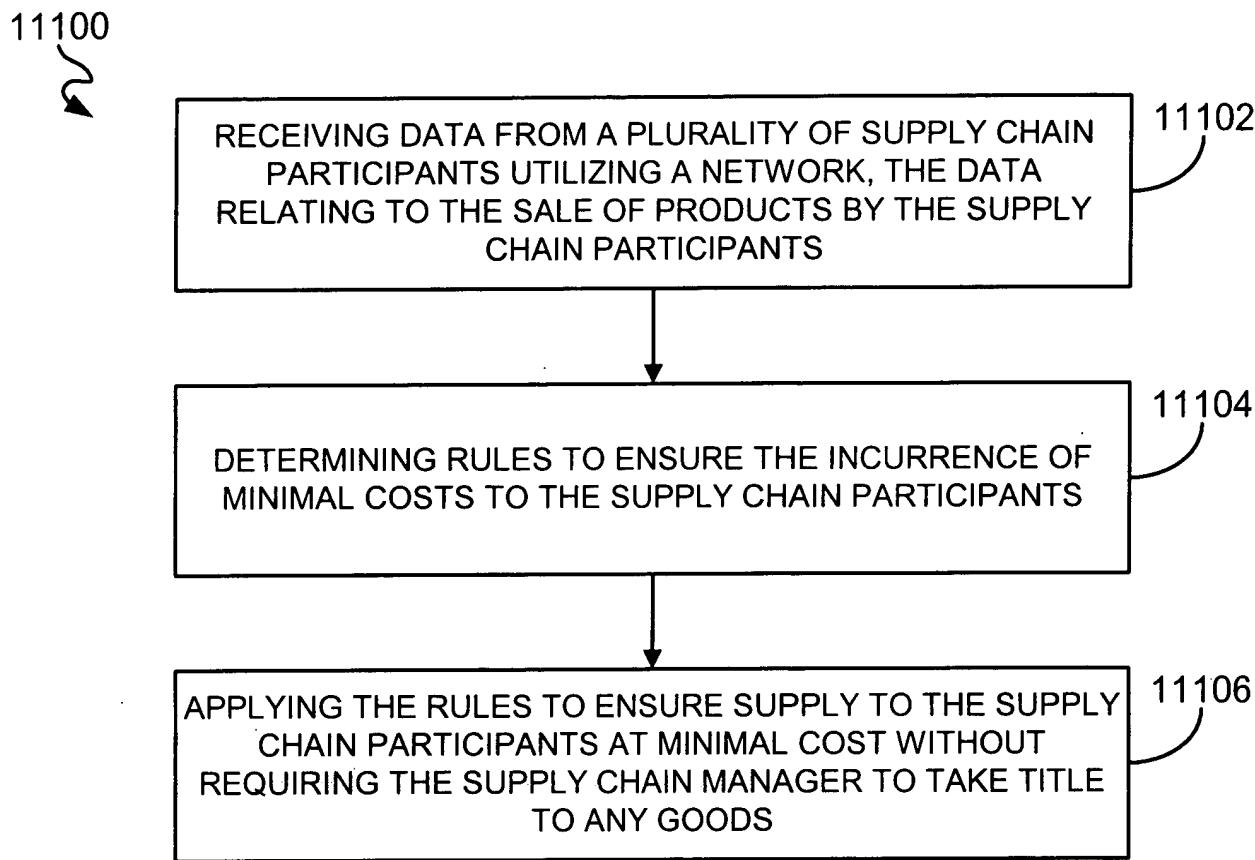
**FIG. 108**



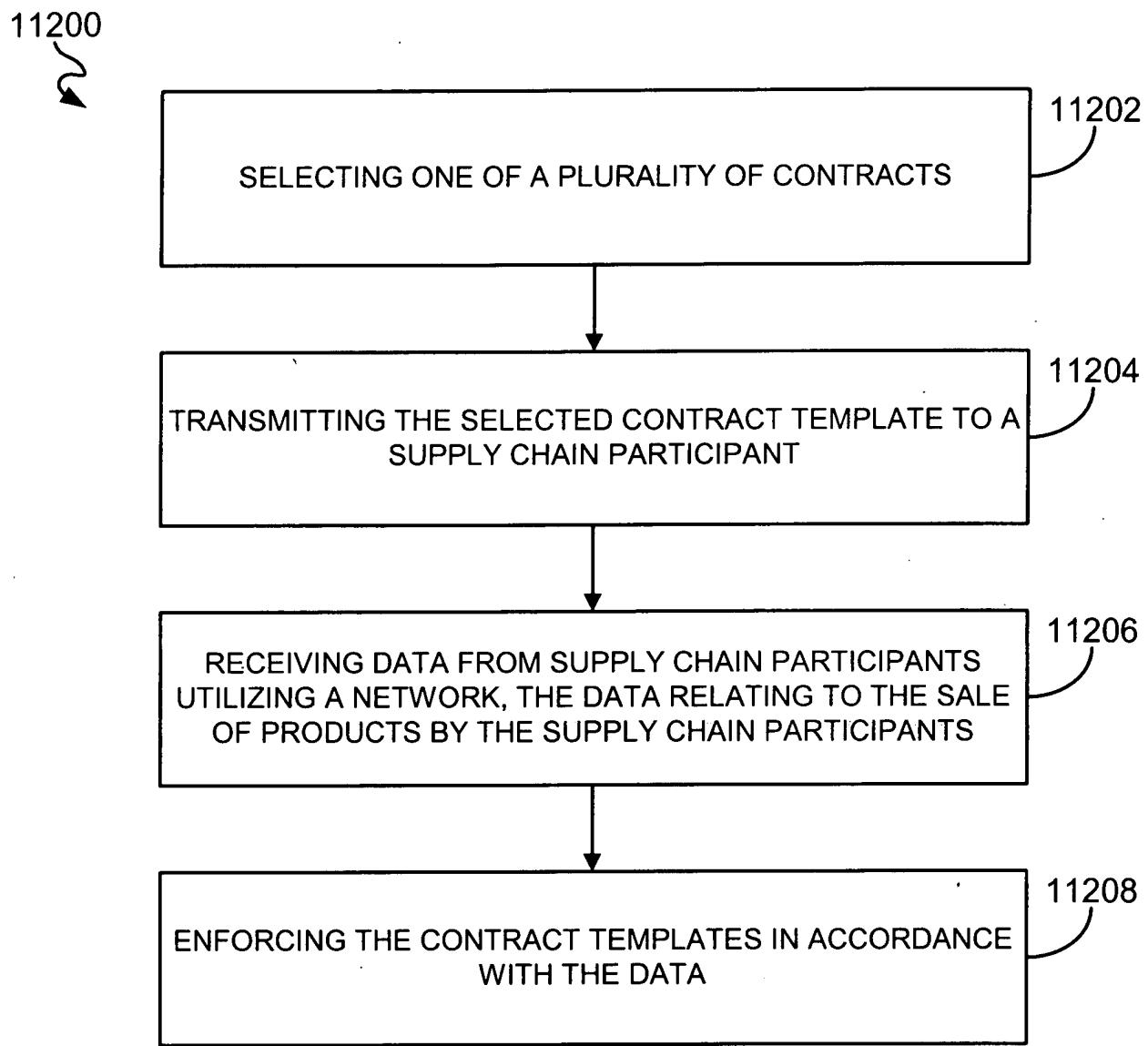
**FIG. 109**



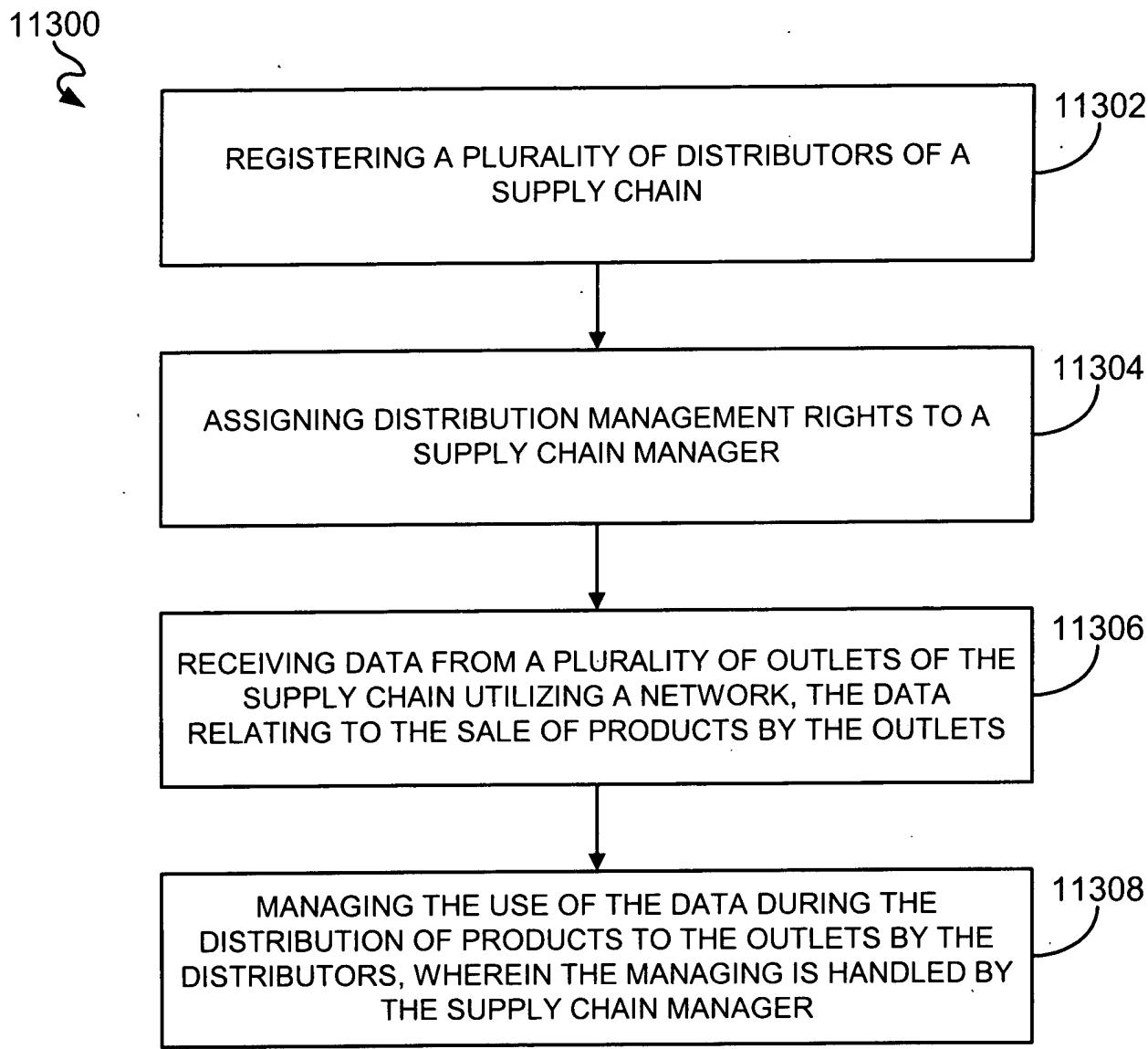
**FIG. 110**



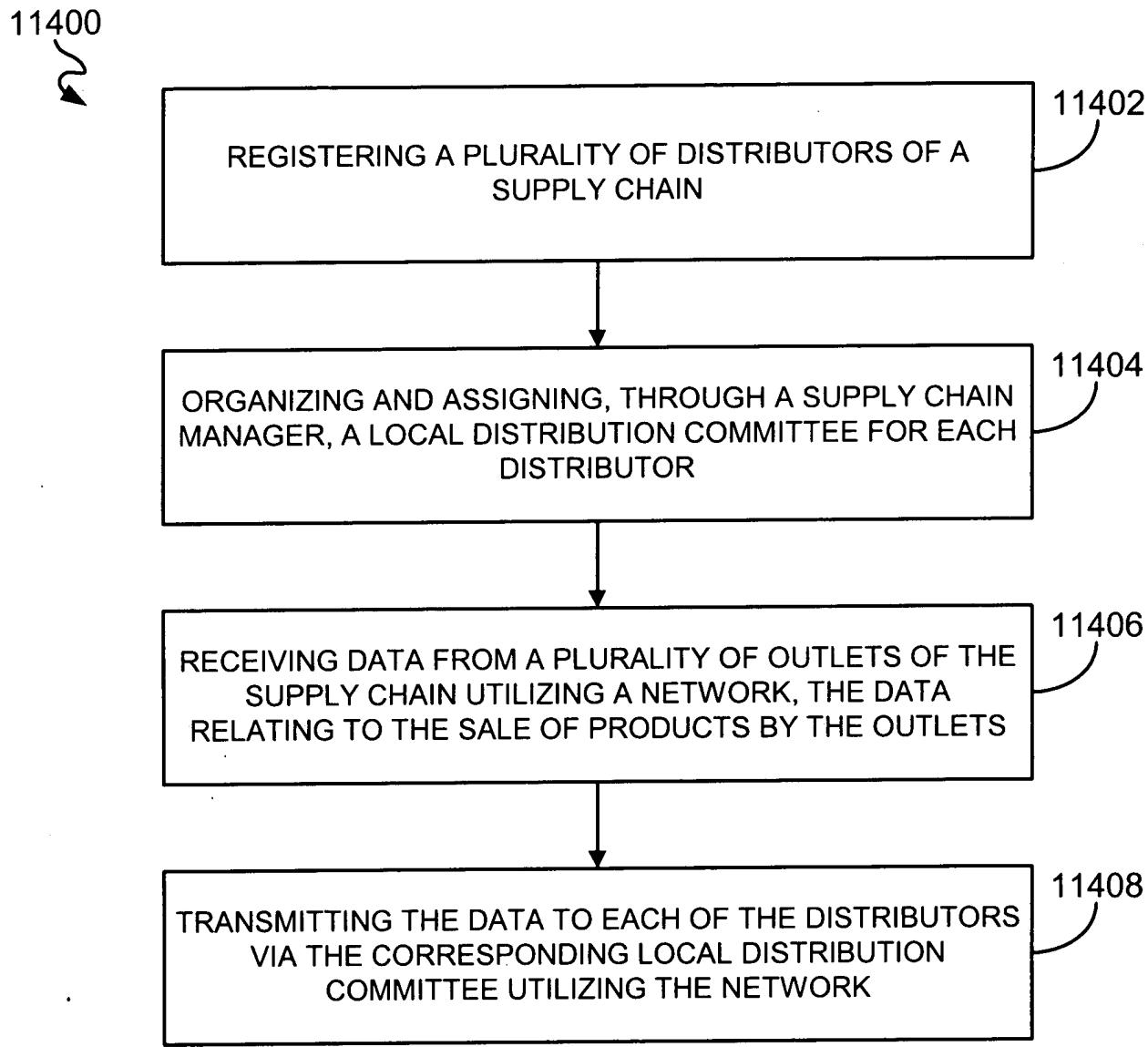
**FIG. 111**



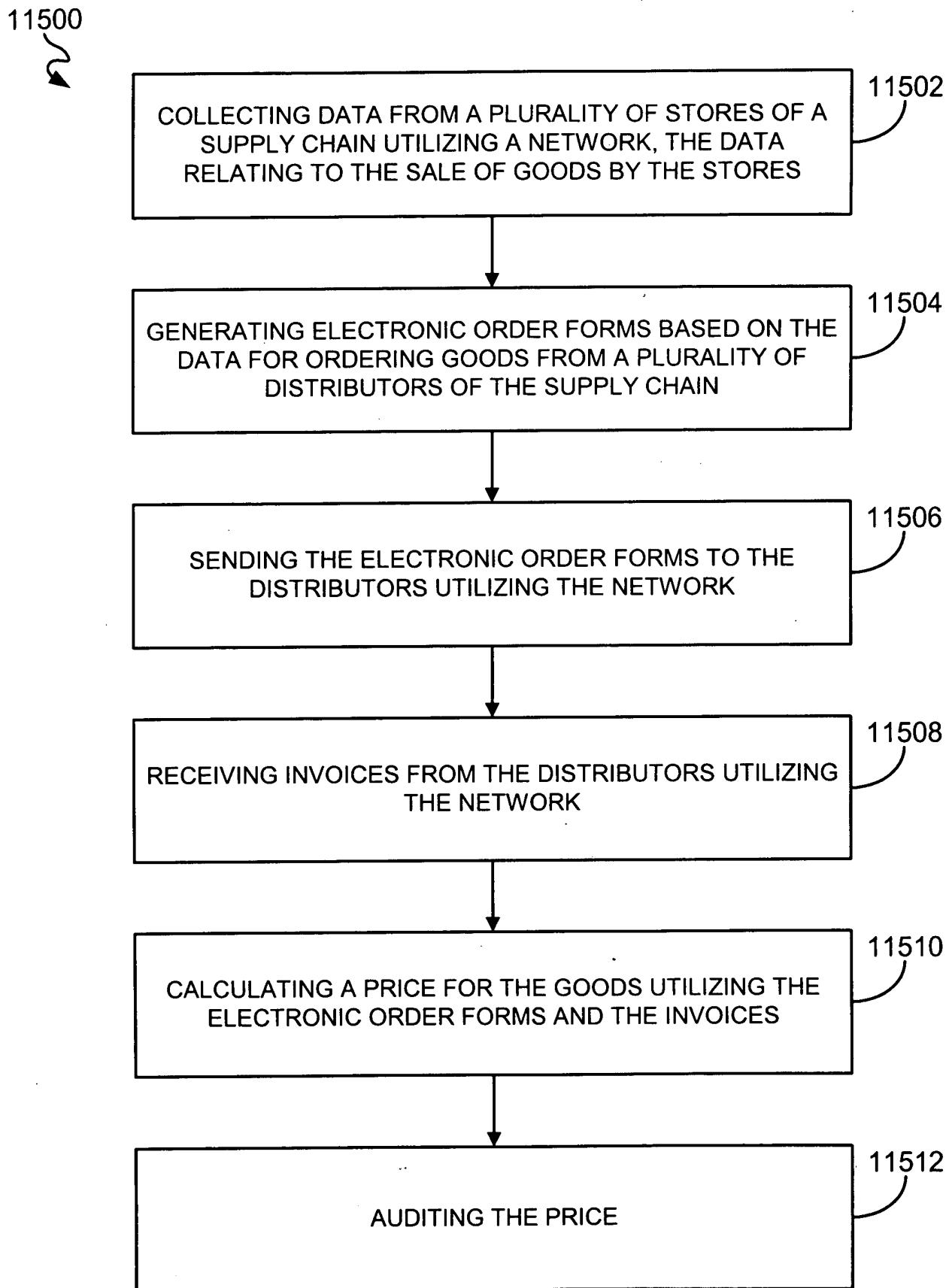
**FIG. 112**



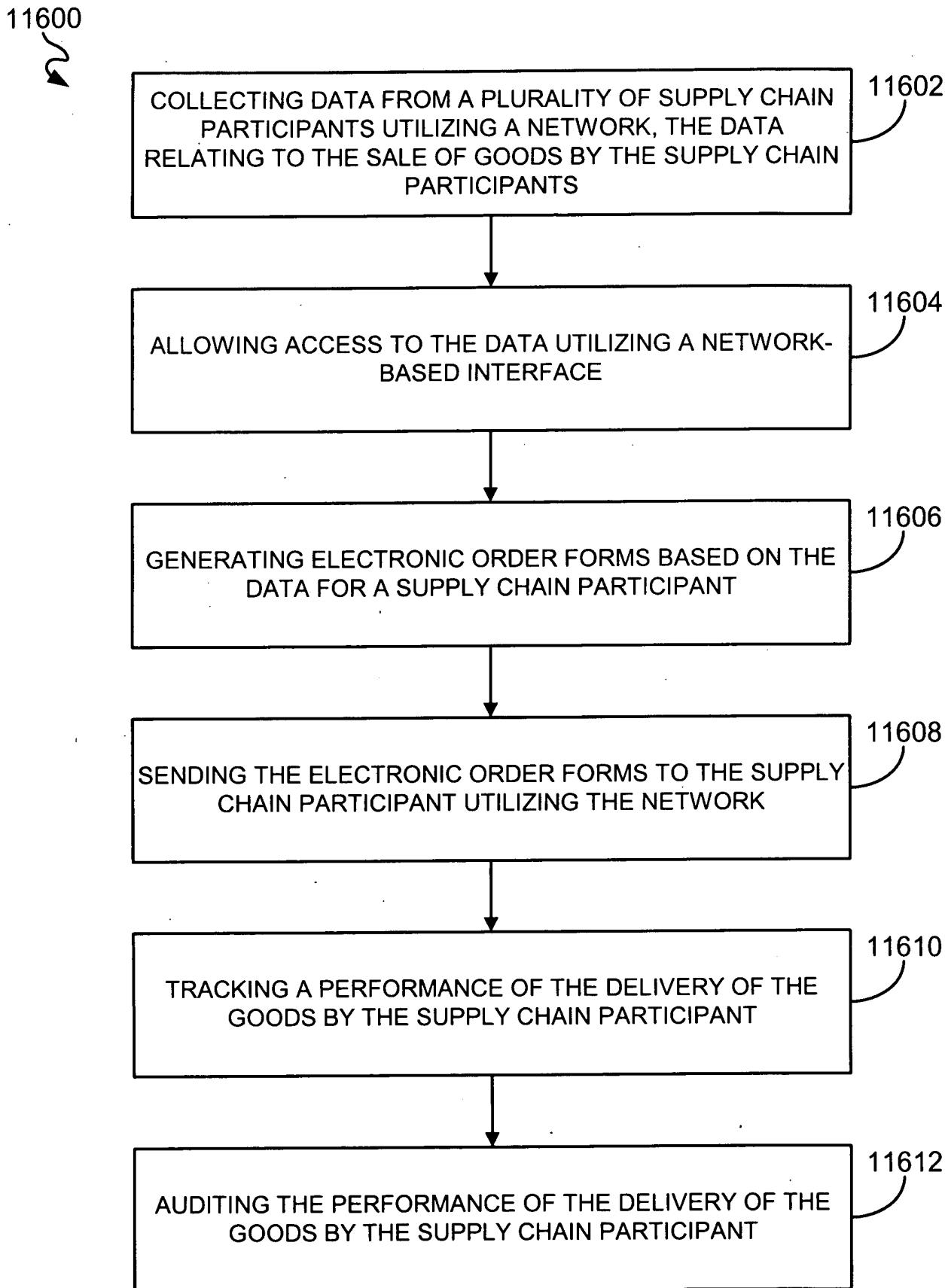
**FIG. 113**



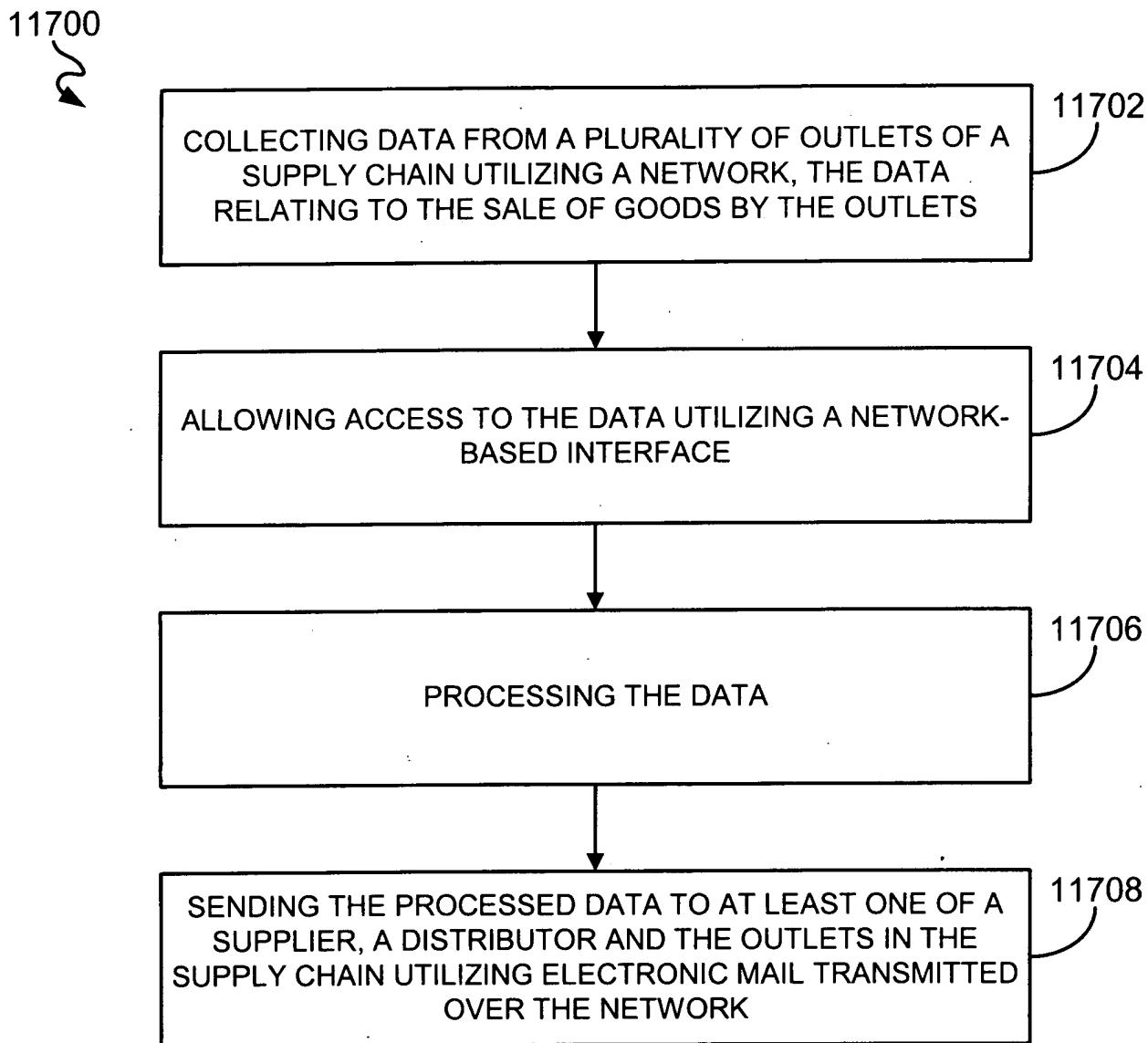
**FIG. 114**



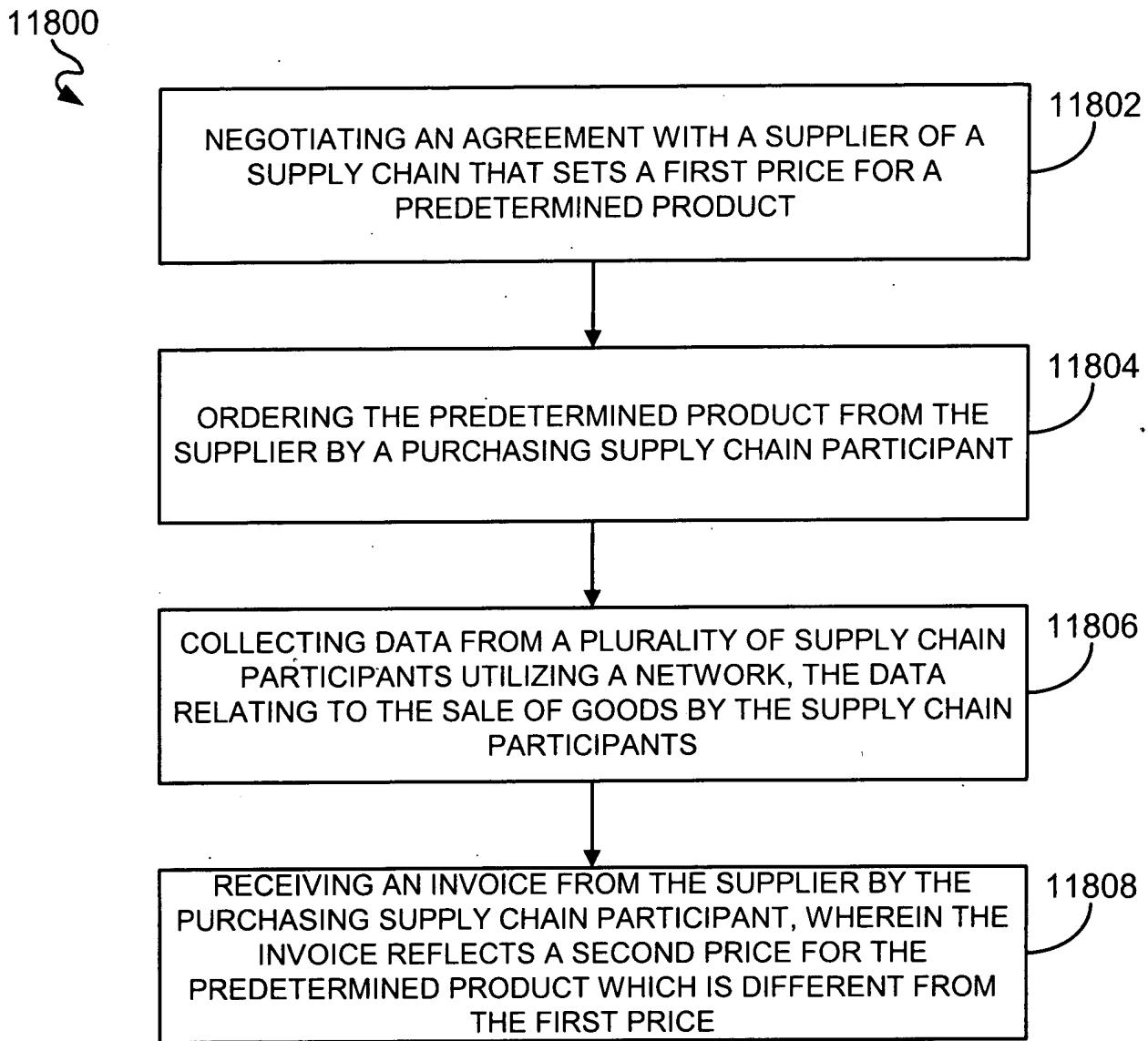
**FIG. 115**



**FIG. 116**



**FIG. 117**



**FIG. 118**

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

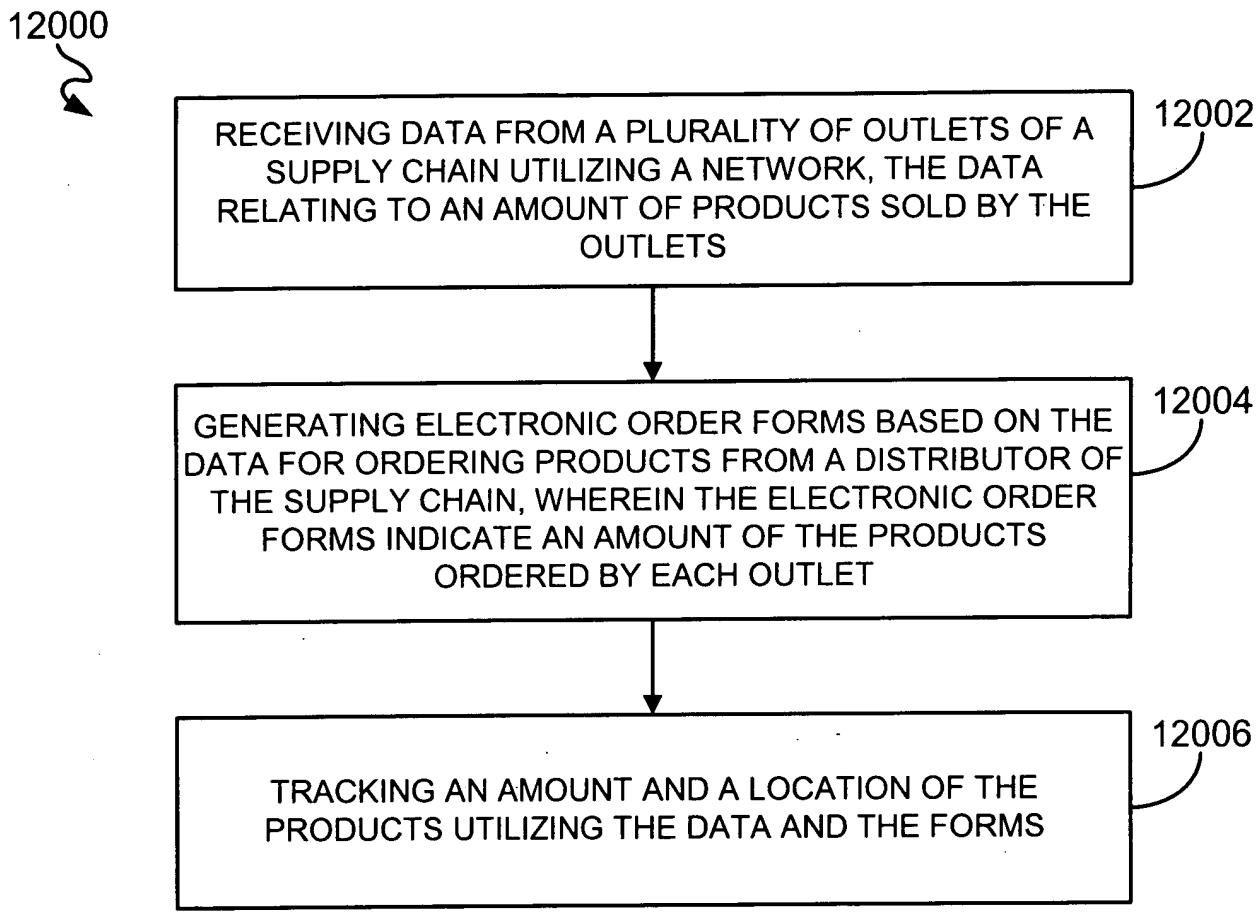
TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

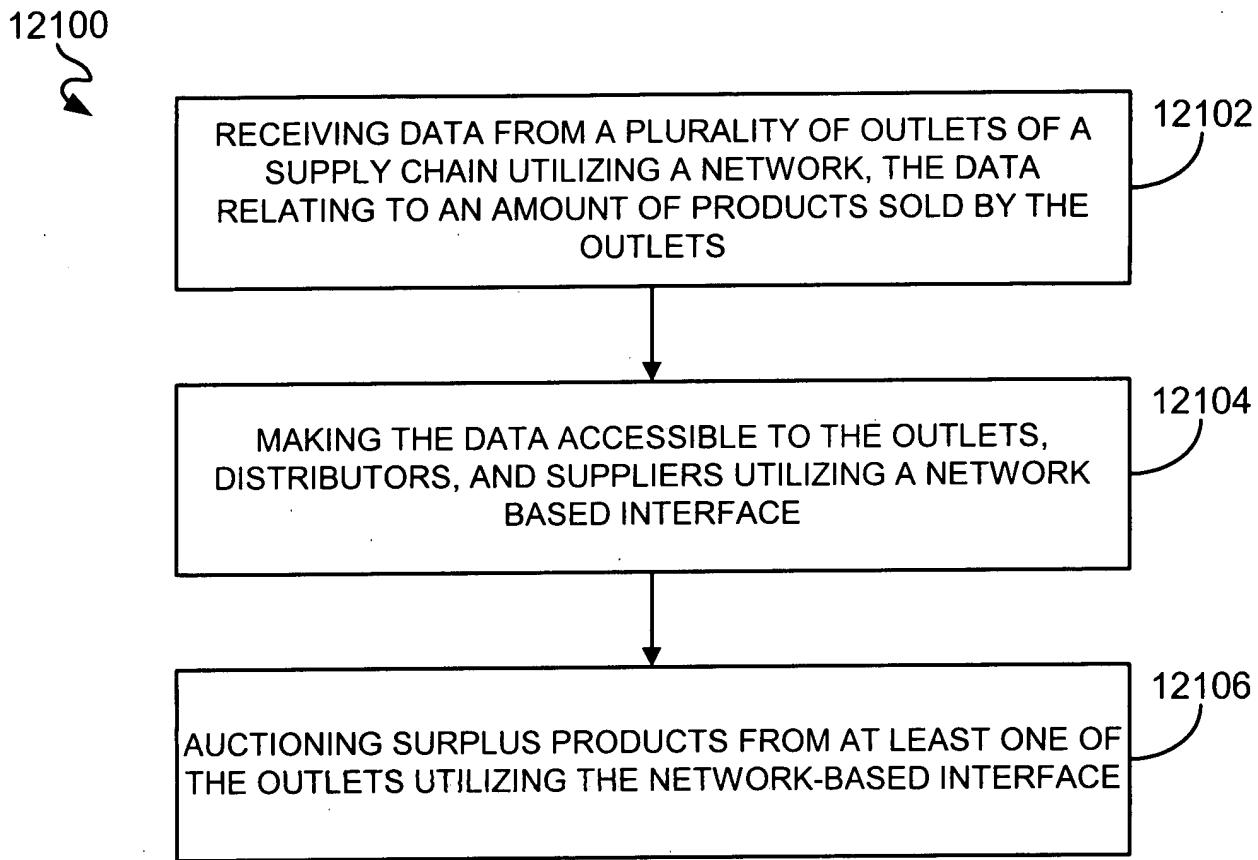
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

**FIG. 119**



**FIG. 120**



**FIG. 121**

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

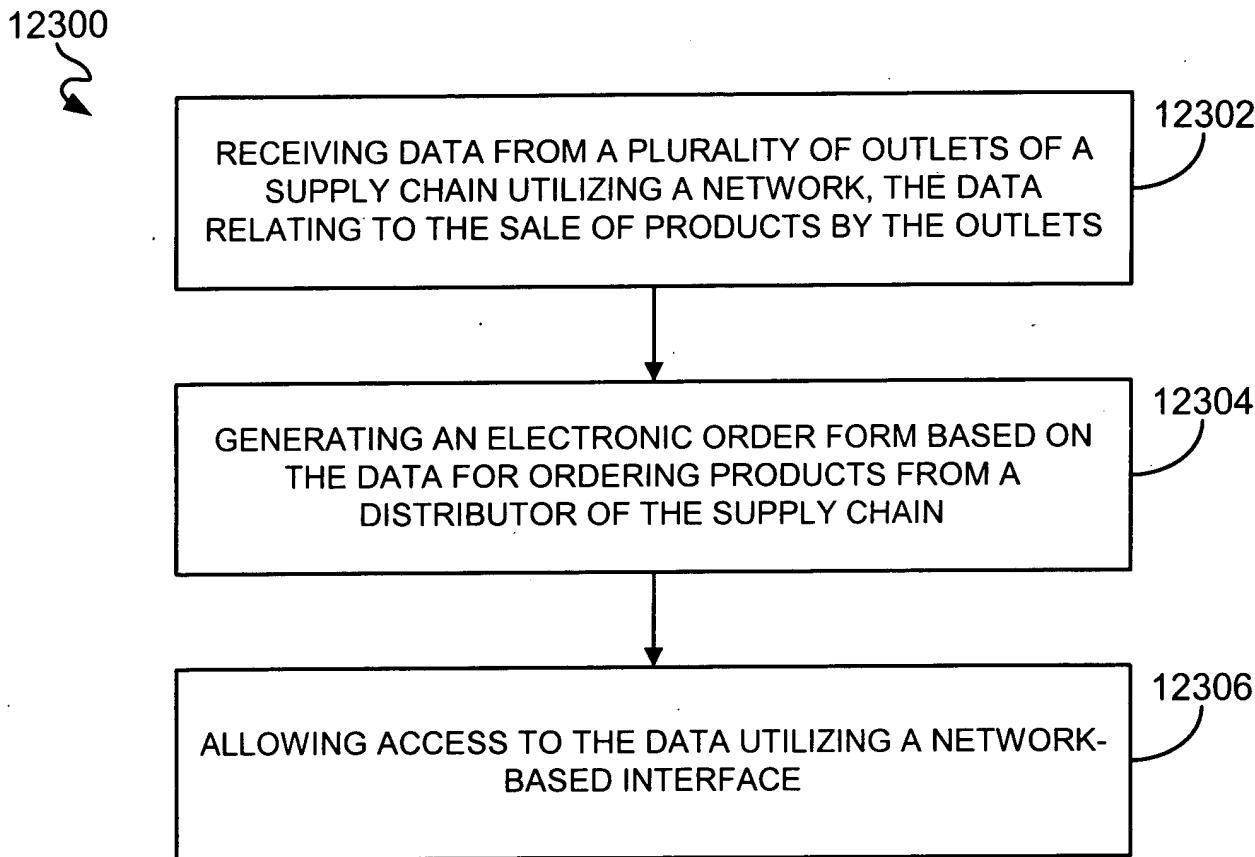
GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING PRODUCTS FROM A  
DISTRIBUTOR OF THE SUPPLY CHAIN

12204

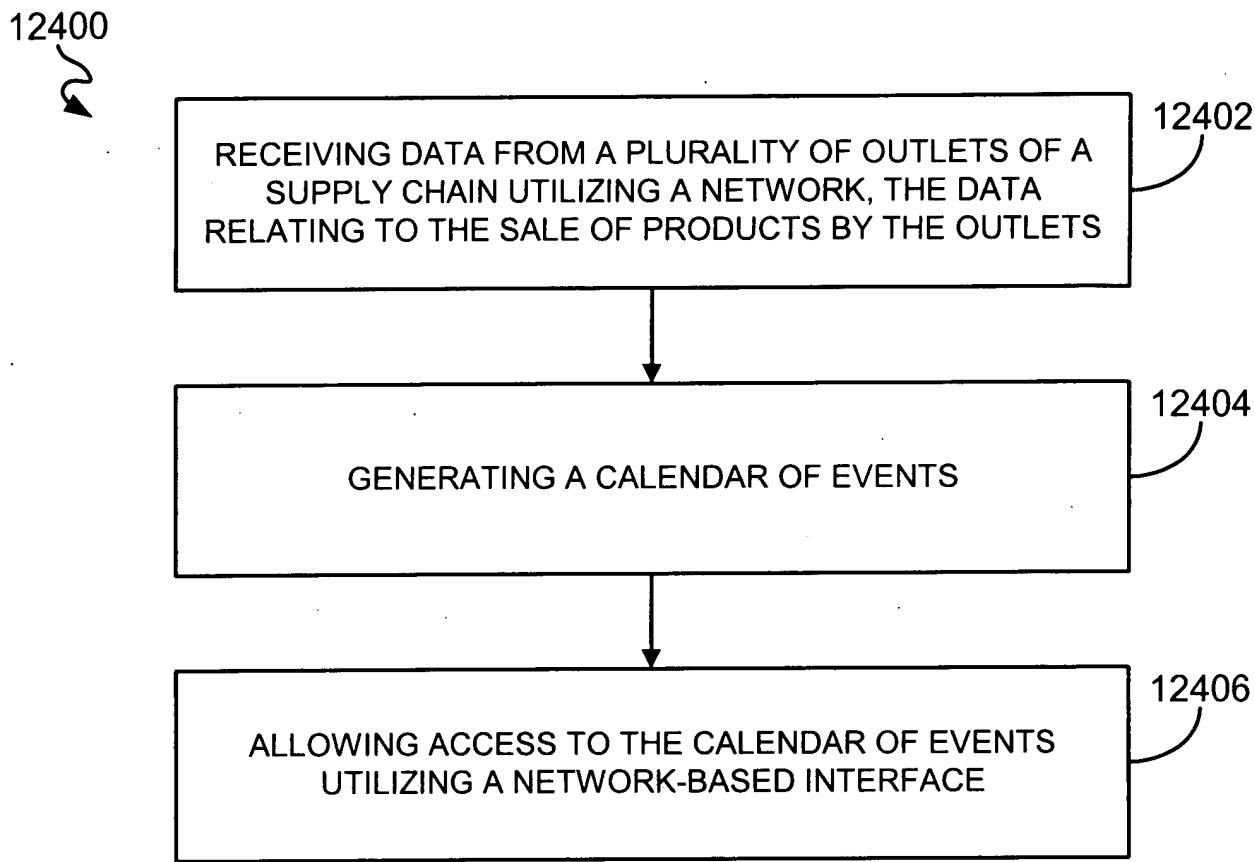
PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE EQUIPPED TO HANDLE SECURE  
SOCKETS LAYER (SSL) PROTOCOL

12206

**FIG. 122**



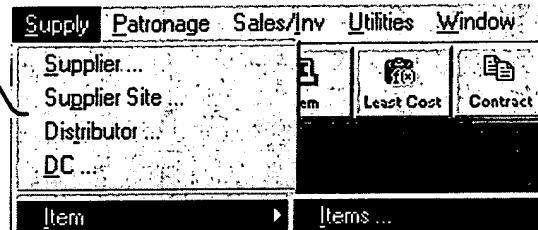
**FIG. 123**



**FIG. 124**

12500

12502



**FIG. 125**

12600

12602



**FIG. 126**

12700

12702

<b>Item Desc:</b>	<input type="text"/>
<b>Item Number:</b>	<input type="text"/>
<b>Product Cat Code:</b>	<input type="text"/>
<b>Status Code:</b>	<input type="text"/> Active
<b>Item Rank:</b>	<input type="text"/>

**FIG. 127**

12800

12800

### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**

12900



**FIG. 129**

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
Current:		<input checked="" type="radio"/> Yes	<input type="radio"/> No
Items per Case:	5000	Tie Qty:	
Innerpack Contents:	51000	High Qty:	
Item Size:		Cases Per Pallet:	
Case Length:		Stacking Allowed:	
Case Width:		Universal Product Code:	
Case Depth:		Cases Per Truckload:	1350
Case Dimension U/M:	INCH(S)	Net Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Gross Weight:	39.00
Item Shelf Life:		Weight U/M:	POUND(S)
BarCode:			
White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier			

**FIG. 130**

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> FOB Shipping Point
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

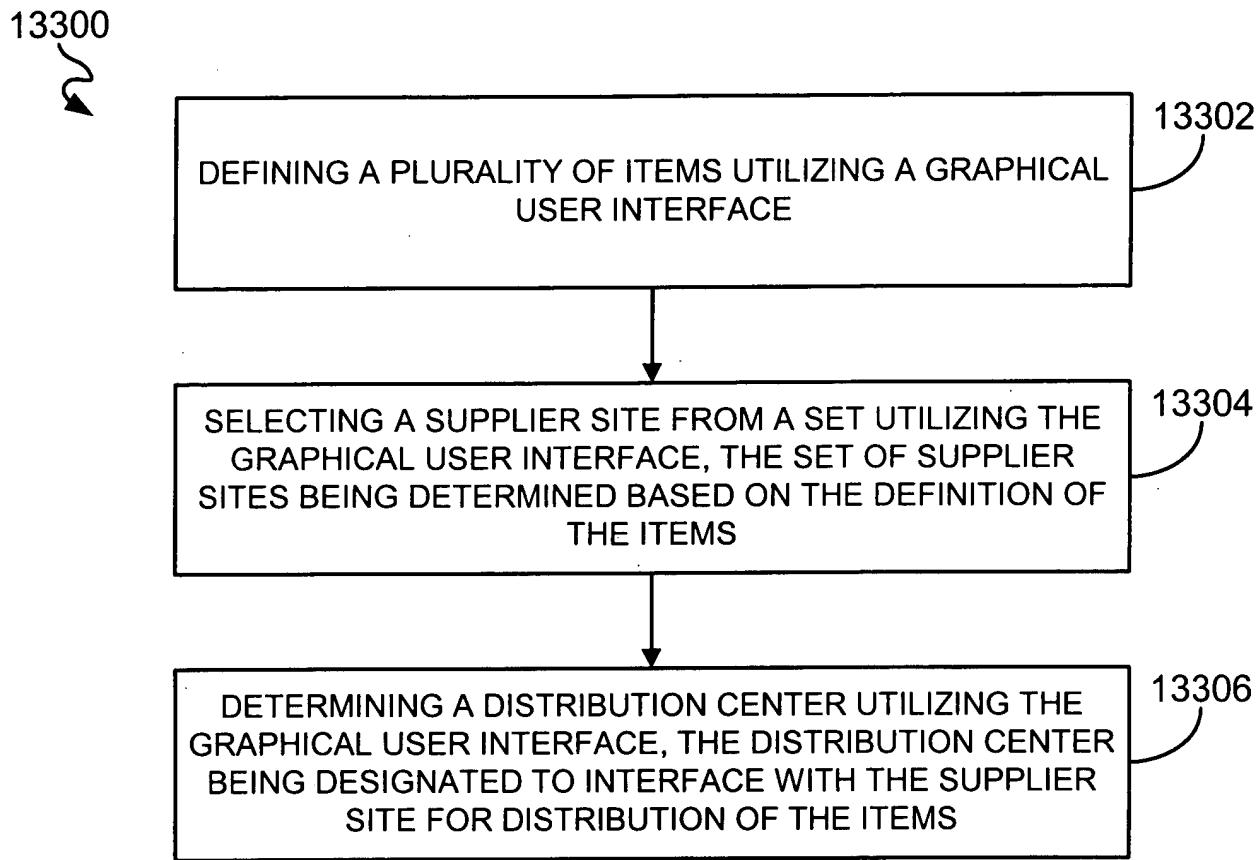
13102

**FIG. 131**

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b> <input type="text"/>
<b>Status:</b>	Active <input checked="" type="checkbox"/>	<b>Rail Sidings:</b> <input type="text"/>

**FIG. 132**



**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASSVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**

13800

13900

**FIG. 138**

Min. Ord'r	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

**FIG. 139**

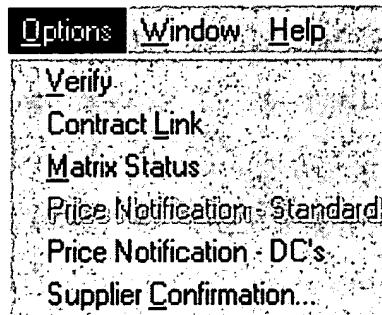
14000

14200

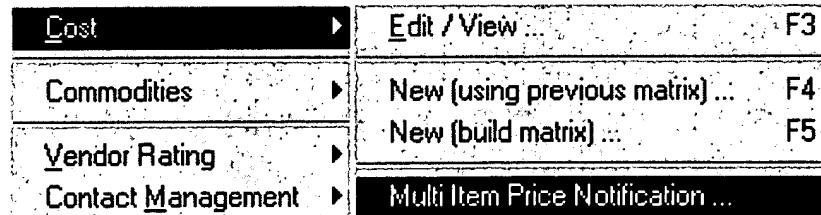
Carrier	Stated Vol.
Truck	83,600
Truck	215,040

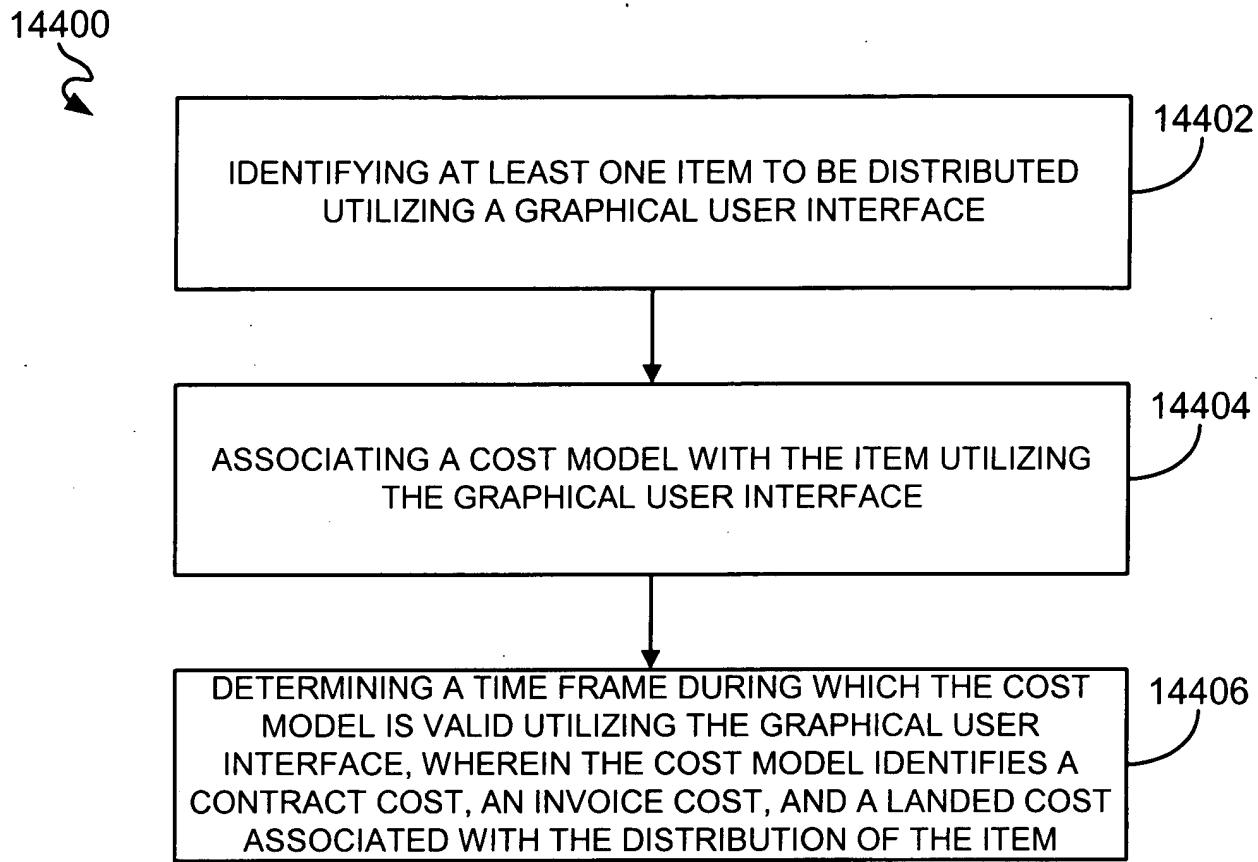
**FIG. 140****FIG. 142**

14100

**FIG. 141**

14300

**FIG. 143**



**FIG. 144**

14500



**FIG. 145**

14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

**FIG. 146**

14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 5/15/98  
Effective: Shipment Date  
Payment Terms: Net 10

**FIG. 147**

14800



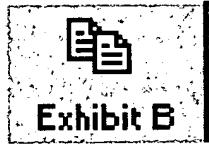
**FIG. 148**

14900



**FIG. 149**

15000



**FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

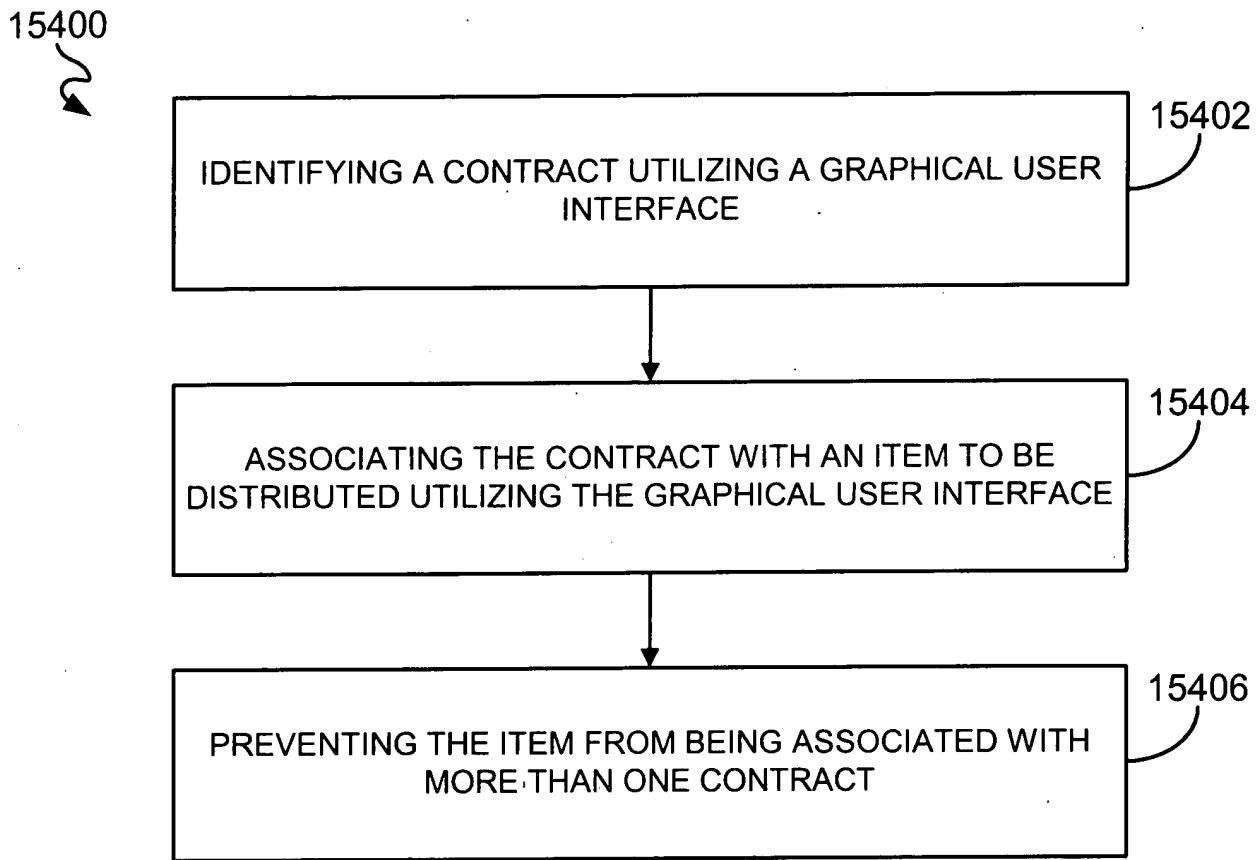


FIG. 152

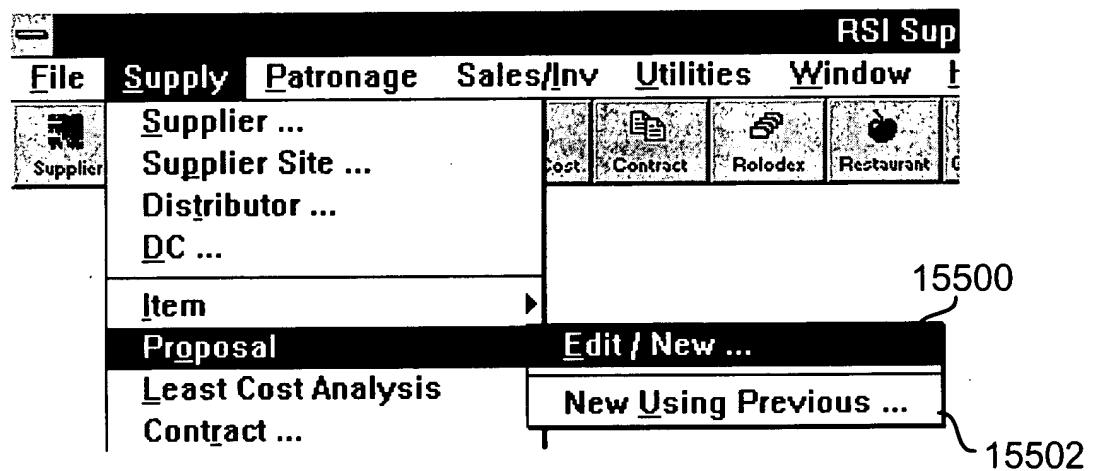
15300



FIG. 153



**FIG. 154**



**FIG. 155**

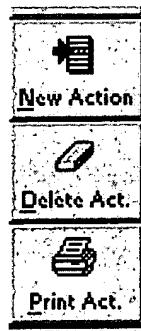
15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
<b>Proposal Information</b>								
Proposal ID:	1021				Proposal Due Date:	06/12/97		
Proposal Name:	Foam Hot Cups & Polystyrene Lids				Contract Begin Date:	07/01/97		
Buyer Name:	Dennis Clabby		<input type="button" value="Edit"/>			Contract End Date:	06/30/98	
<b>Actions</b>								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						

**FIG. 156**

15700



**FIG. 157**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest	Usage	Templates	View Bid
-----------	-------	-----------	-----	-----------	---------	-------	-----------	----------

Query Values

Item Description

CUP-HOT

2 Rows Selected

Item Description

LID-HOT 12/16 OZ (DRY)
LID-HOT 8.OZ (DRY)

Search    Query    Reset

Navigation buttons: Up, Down, Left, Right

**FIG. 158**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	Recreate Bid																				
	<b>Search</b> <b>Query</b> <b>Reset</b>																											
6 Rows Found																												
<table border="1"><thead><tr><th>Item Description</th><th></th></tr></thead><tbody><tr><td>CUP-HOT 12 OZ (PAPER)</td><td>DRY</td></tr><tr><td>CUP-HOT 16 OZ (PAPER)</td><td>DRY</td></tr><tr><td>CUP-HOT 8 OZ (PAPER)</td><td>DRY</td></tr></tbody></table>				Item Description		CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 8 OZ (PAPER)	DRY	15902	<table border="1"><thead><tr><th>Item Description</th><th></th></tr></thead><tbody><tr><td>CUP-HOT 12 OZ (DRY)</td><td></td></tr><tr><td>CUP-HOT 16 OZ (500 CT) (DRY)</td><td></td></tr><tr><td>CUP-HOT 8 OZ (DRY)</td><td></td></tr><tr><td>LID-HOT 12/16 OZ (DRY)</td><td></td></tr><tr><td>LID-HOT 8 OZ (DRY)</td><td></td></tr></tbody></table>				Item Description		CUP-HOT 12 OZ (DRY)		CUP-HOT 16 OZ (500 CT) (DRY)		CUP-HOT 8 OZ (DRY)		LID-HOT 12/16 OZ (DRY)		LID-HOT 8 OZ (DRY)	
Item Description																												
CUP-HOT 12 OZ (PAPER)	DRY																											
CUP-HOT 16 OZ (PAPER)	DRY																											
CUP-HOT 8 OZ (PAPER)	DRY																											
Item Description																												
CUP-HOT 12 OZ (DRY)																												
CUP-HOT 16 OZ (500 CT) (DRY)																												
CUP-HOT 8 OZ (DRY)																												
LID-HOT 12/16 OZ (DRY)																												
LID-HOT 8 OZ (DRY)																												
				15904	>	>>	<<	15906																				
					<			5908																				

FIG. 159

16000

Select The Appropriate FOB Price Component Worksheet For Each Item

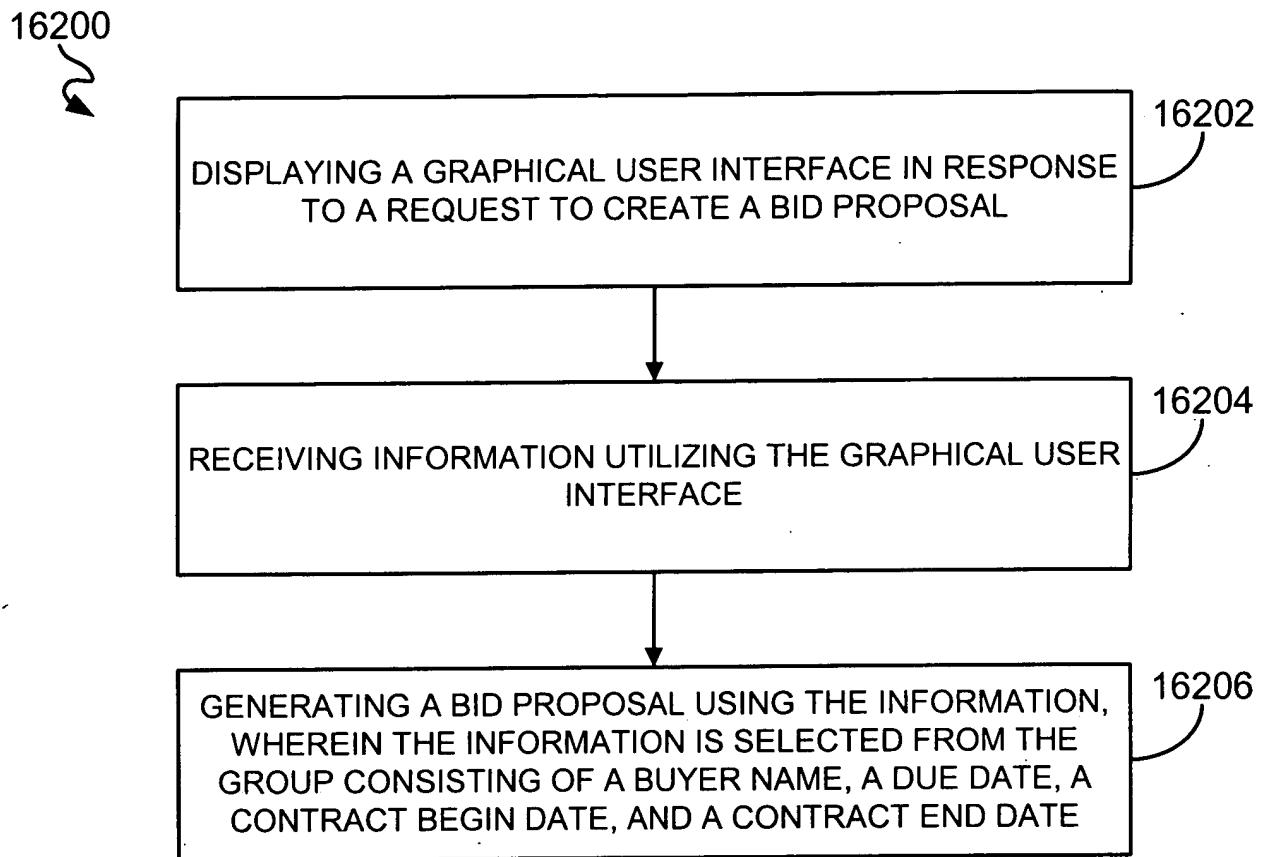
Item Description	FOB Price Component
MAYO-BULK	<input checked="" type="checkbox"/> Mayonaise Components <input type="checkbox"/> (None Selected) <input type="checkbox"/> Generic FOB Pricing <input type="checkbox"/> Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period		
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97		
CHICKEN-PATTY	7.00%	37.00	1.09			
CHICKEN-TENDERS	0.00%	25.00	1.06			
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

**FIG. 161**



**FIG. 162**

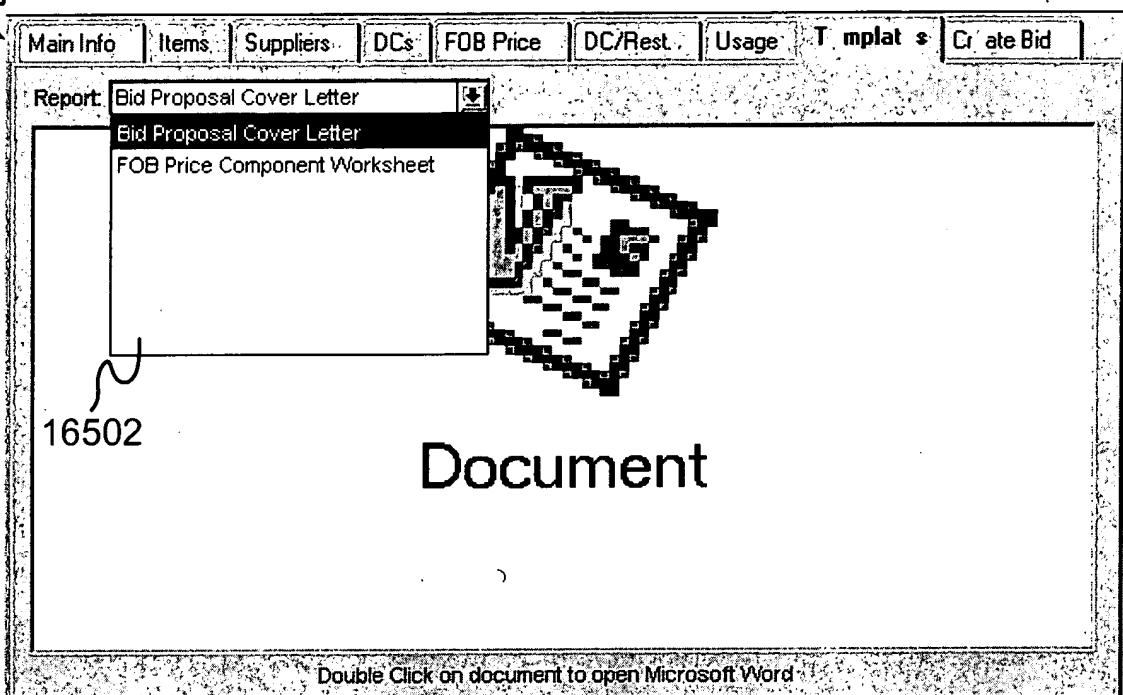


**FIG. 163**

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>	?		N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>	?		N
<b>BK Specification Request</b>	?		N
<b>FOB Price Component</b>	?		Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

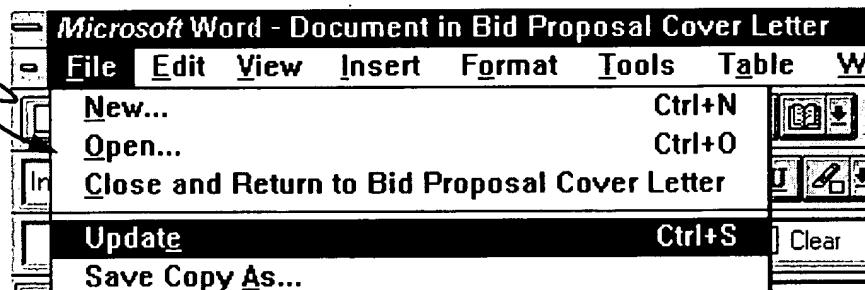
**FIG. 164**

16500



**FIG. 165**

16600



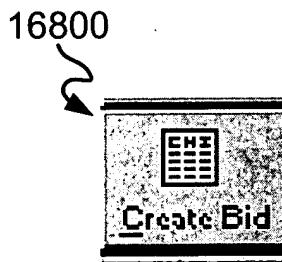
**FIG. 166**

16700

**Bid Proposal Will Include Checked Documents**

General		Cost	
<b>Bid Proposal Cover Letter</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>General Terms &amp; Conditions</b>	<input checked="" type="checkbox"/>	<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Usage Estimates</b>	<input checked="" type="checkbox"/>	<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>	<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Sample Supply Agreement</b>	<input checked="" type="checkbox"/>	<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>BK Specification Request</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary.			

**FIG. 167**



**FIG. 168**

16900

Report:	Item Information Worksheet	Supplier: (all)
7/2/97	Bid Proposal Cover Letter	
	FOB Price Component Worksheet	
	General Terms & Conditions	
	<b>Item Information Worksheet</b>	
	LTL Freight Worksheet	
	Sample Supply Agreement	
	Supplier Facility Worksheet	

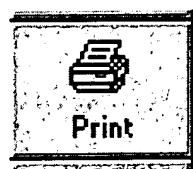
**Restaurant Services, Inc.**  
**Item Information Worksheet**

ATTY

DS

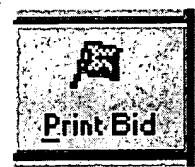
**FIG. 169**

17000

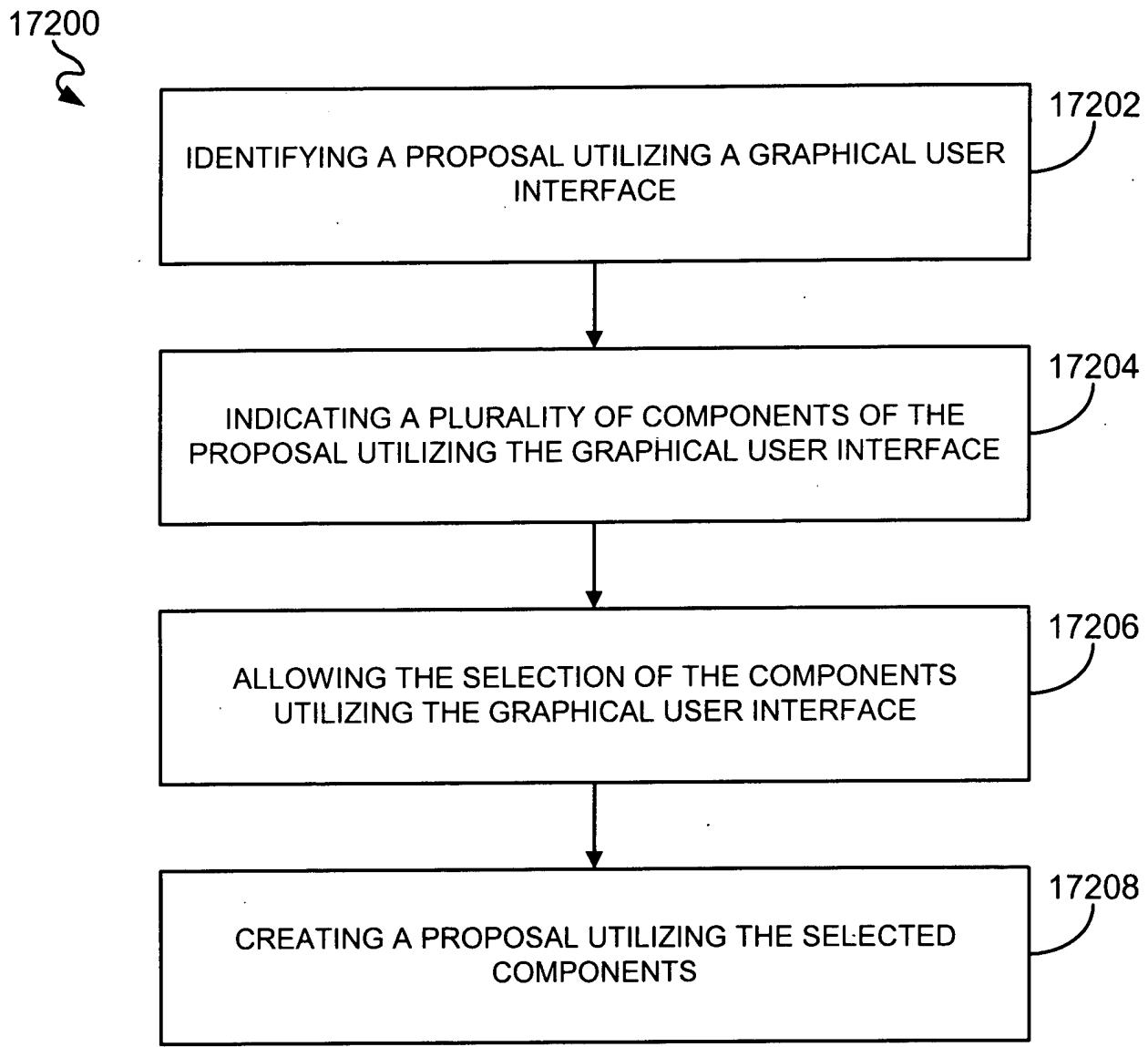


**FIG. 170**

17100



**FIG. 171**



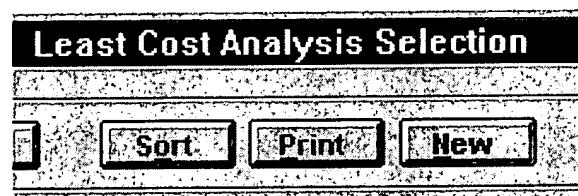
**FIG. 172**

17300



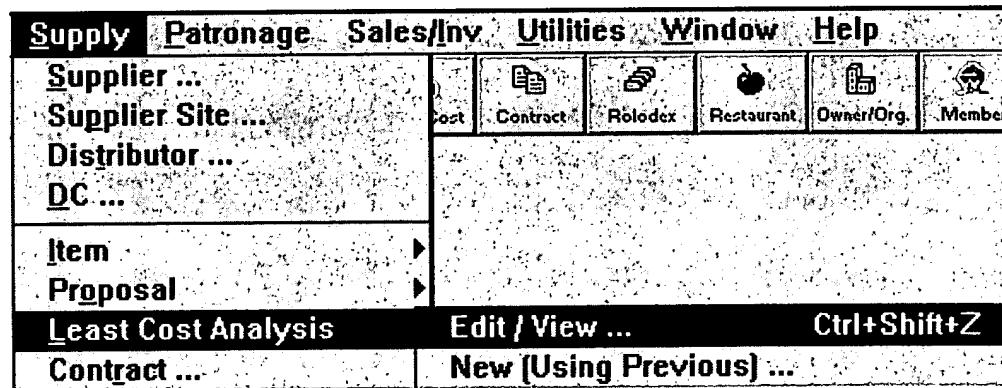
**FIG. 173**

17400



**FIG. 174**

17500



**FIG. 175**

<b>Bid Proposal Name:</b>	(None)
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600

**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17800

Analysis Name: Hash Brown Actual  
Analysis ID: 1036  
Buyer: Dennis Clabby  
Period of Agreement: 10/1/97 THRU 9/30/98  
Unit Of Measure: CASE(S)

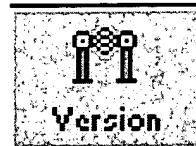
FIG. 178

17900

Version (1) of (9) Base version  
What is the max # of FOB points to allocate to each DC? One FOB  
What is pricing method for this version? FOB + Freight  
What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000  
Override RDC Truckload Validation? No  
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

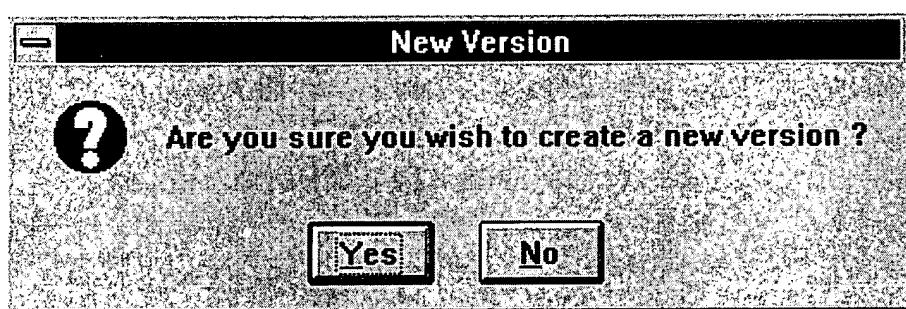
FIG. 179

18000

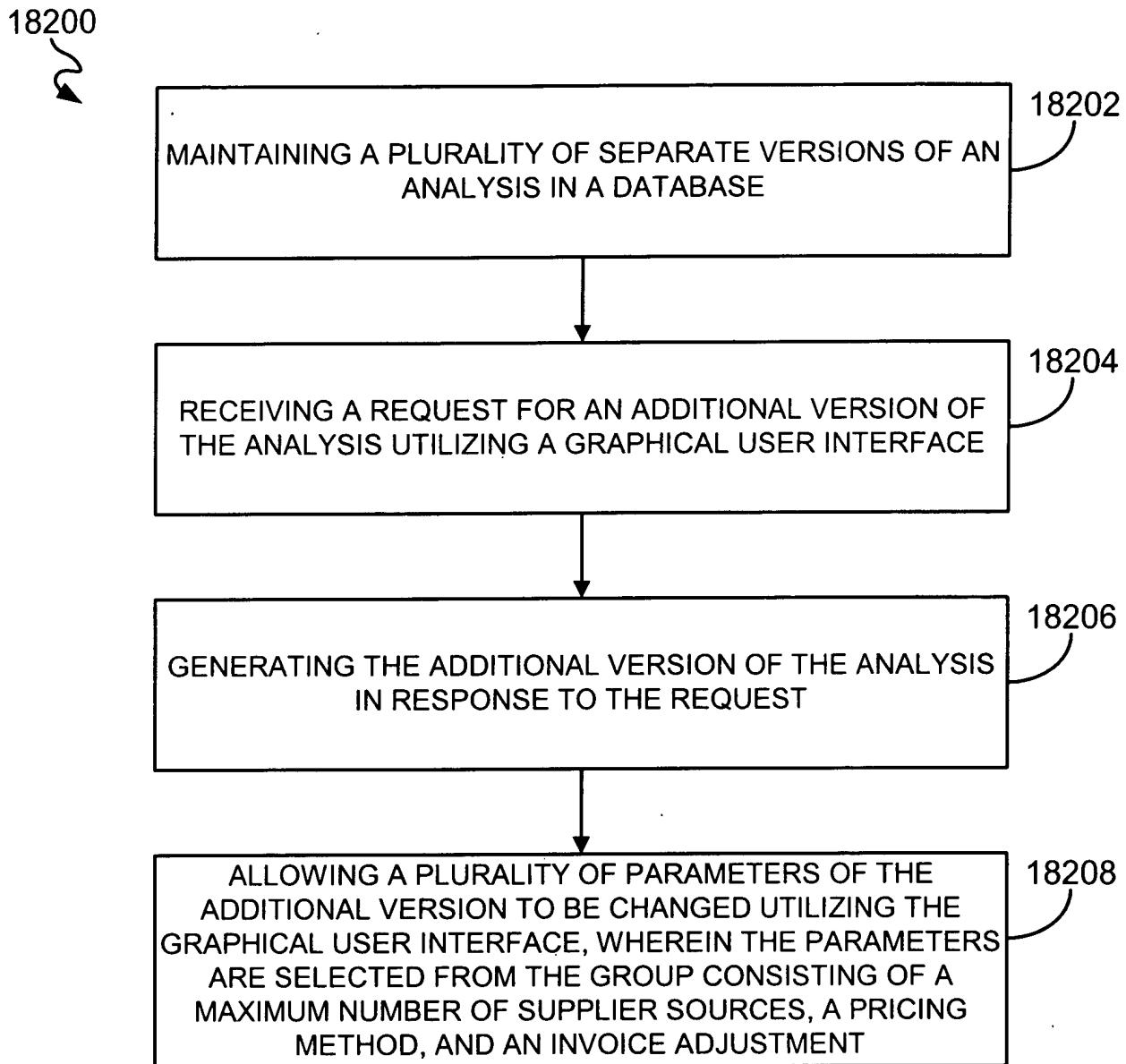


**FIG. 180**

18100



**FIG. 181**



**FIG. 182**

18300

Query Values:

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

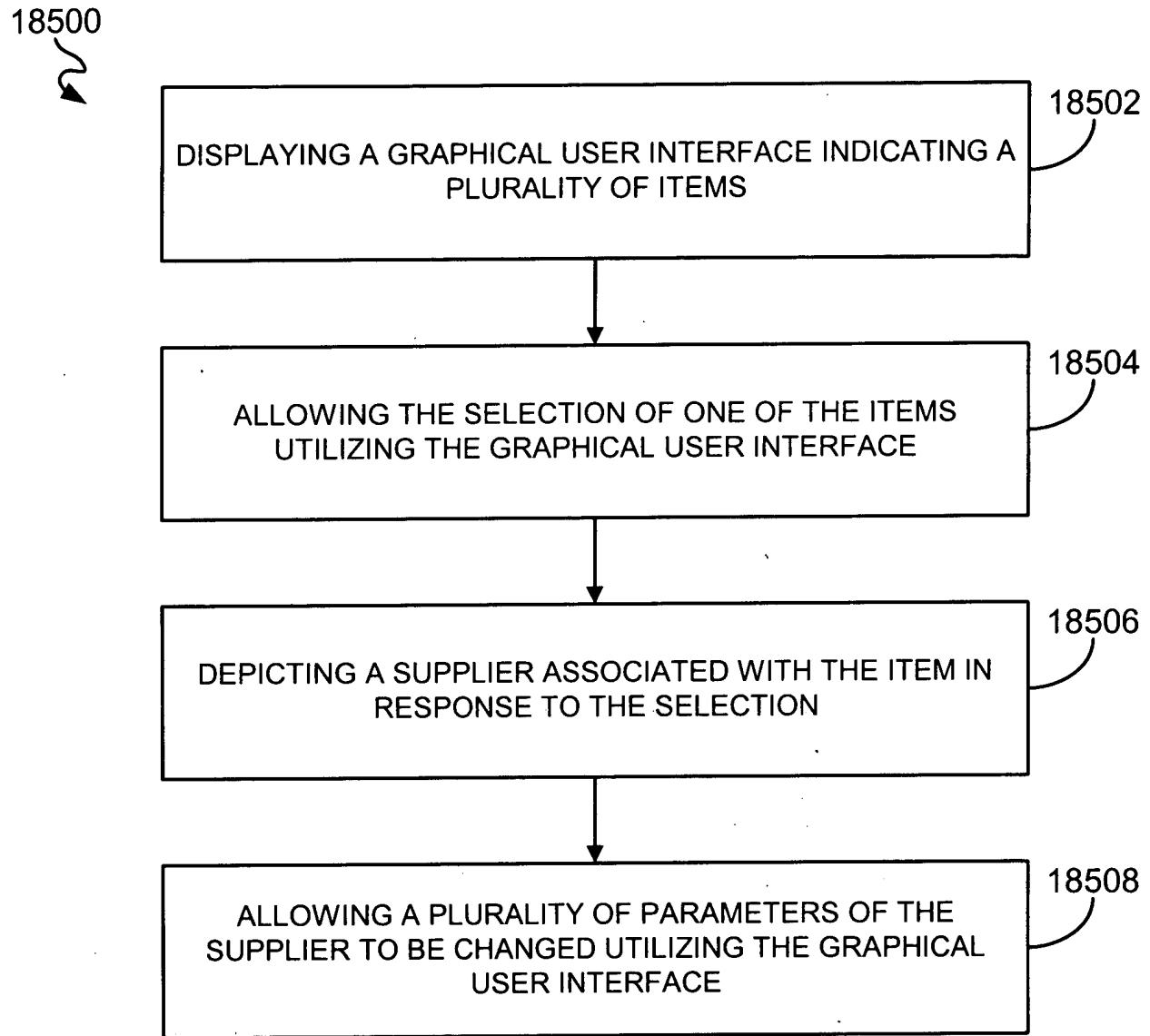
**FIG. 183**

18400

Item Description	Conv. Factor.
FRIES-COATED (FRZN)	36

18402

**FIG. 184**



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No.:	CP2942
Items per Case:		Tie Qty.:	5
Innerpack Contents:	1200	High Qty.:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M	INCHES	Net Weight:	27.28 POUND(S)

FIG. 186

18700

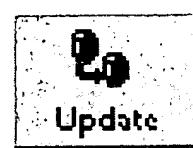
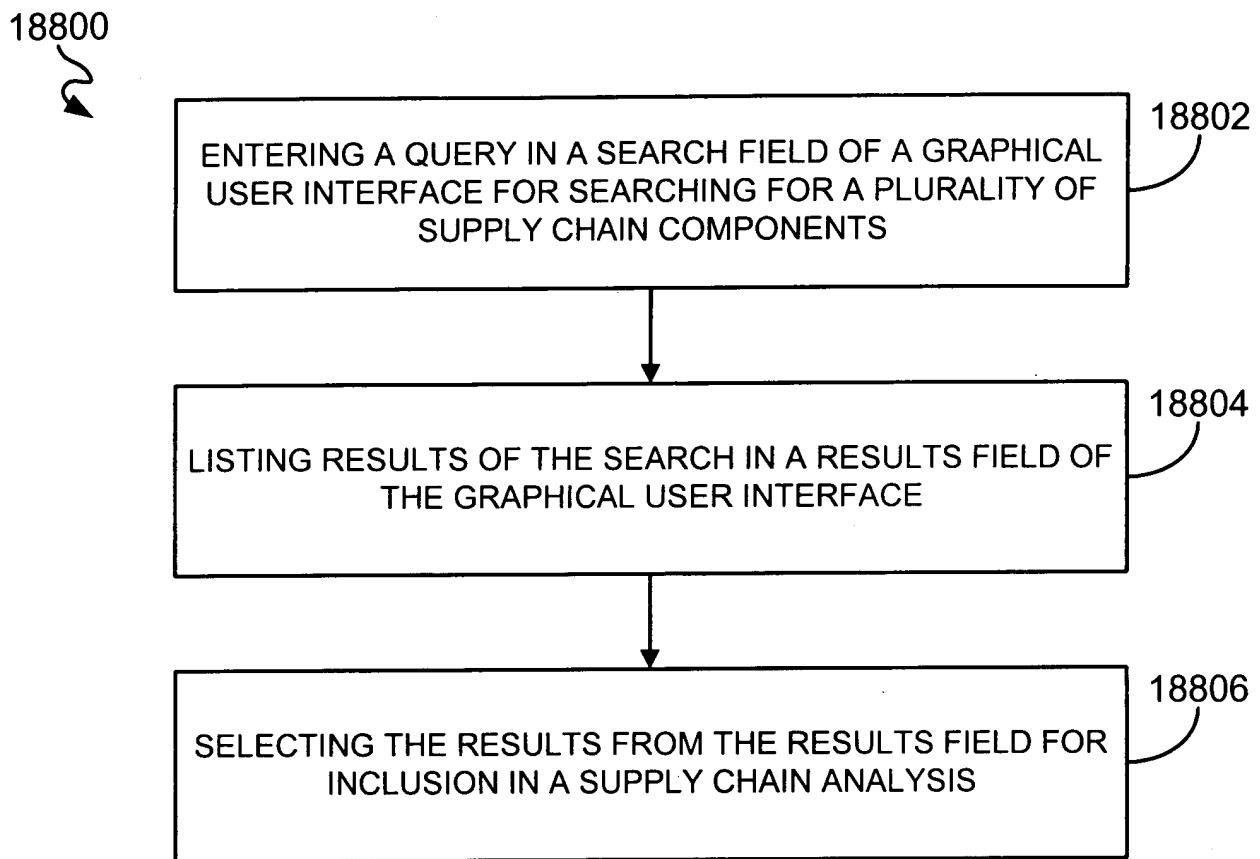


FIG. 187



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

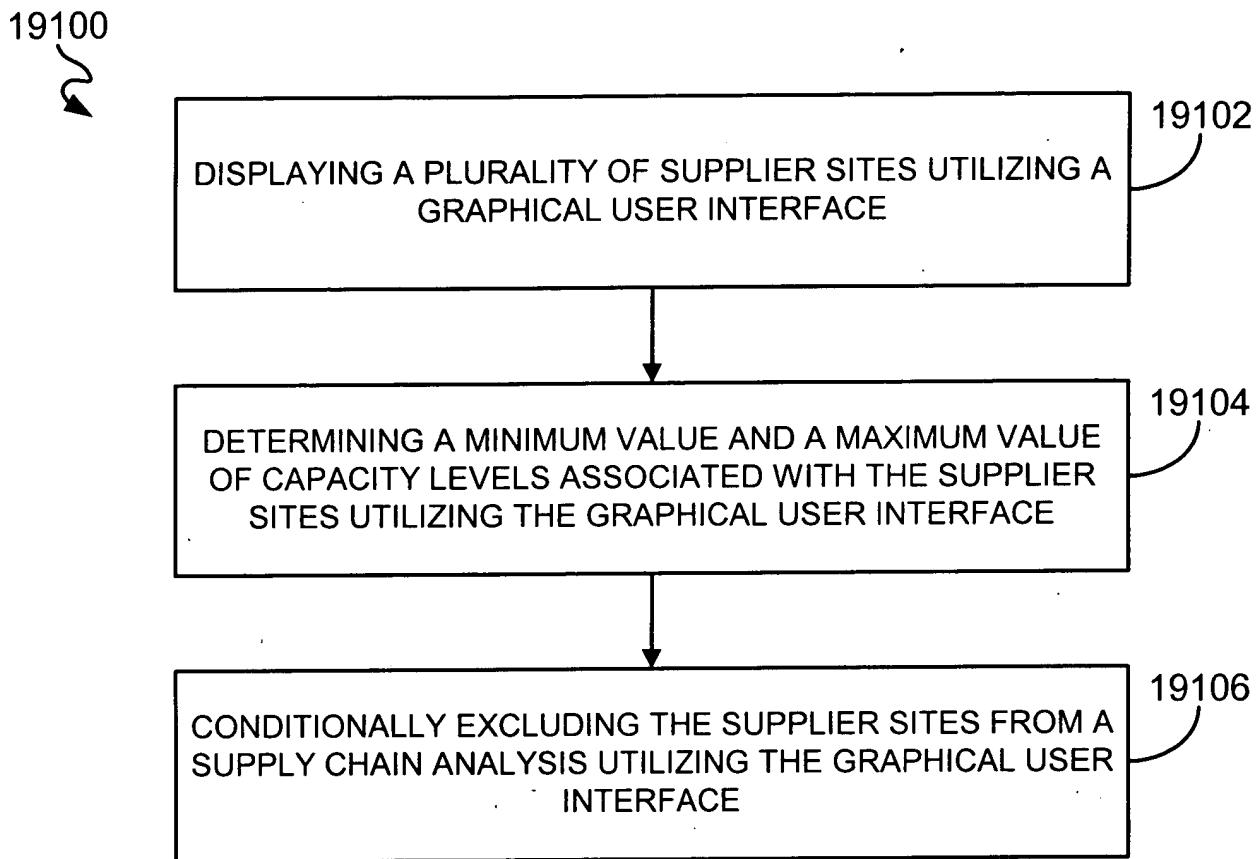
19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS LTD.-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC-OHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190



**FIG. 191**

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	D	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	D	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

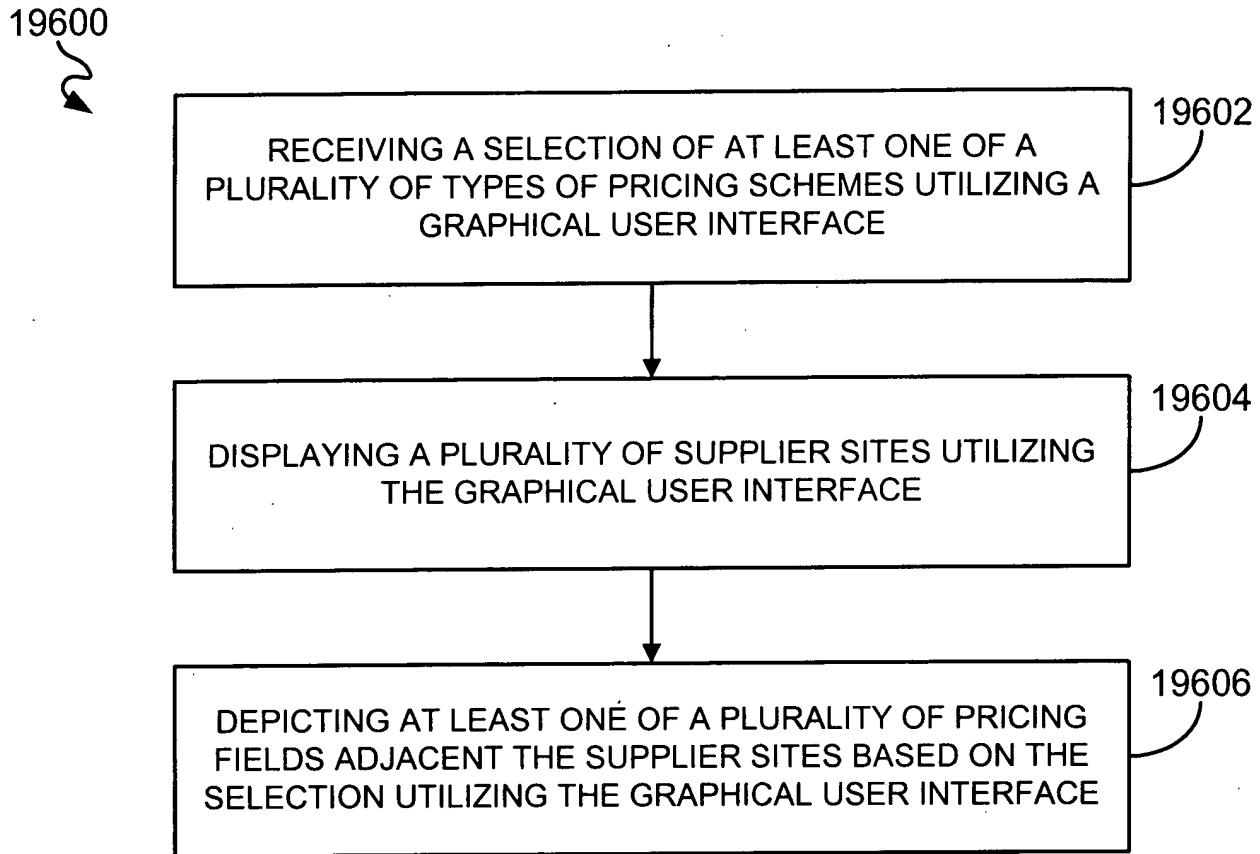
Supplier,FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKEEHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

**FIG. 195**



**FIG. 196**

19700

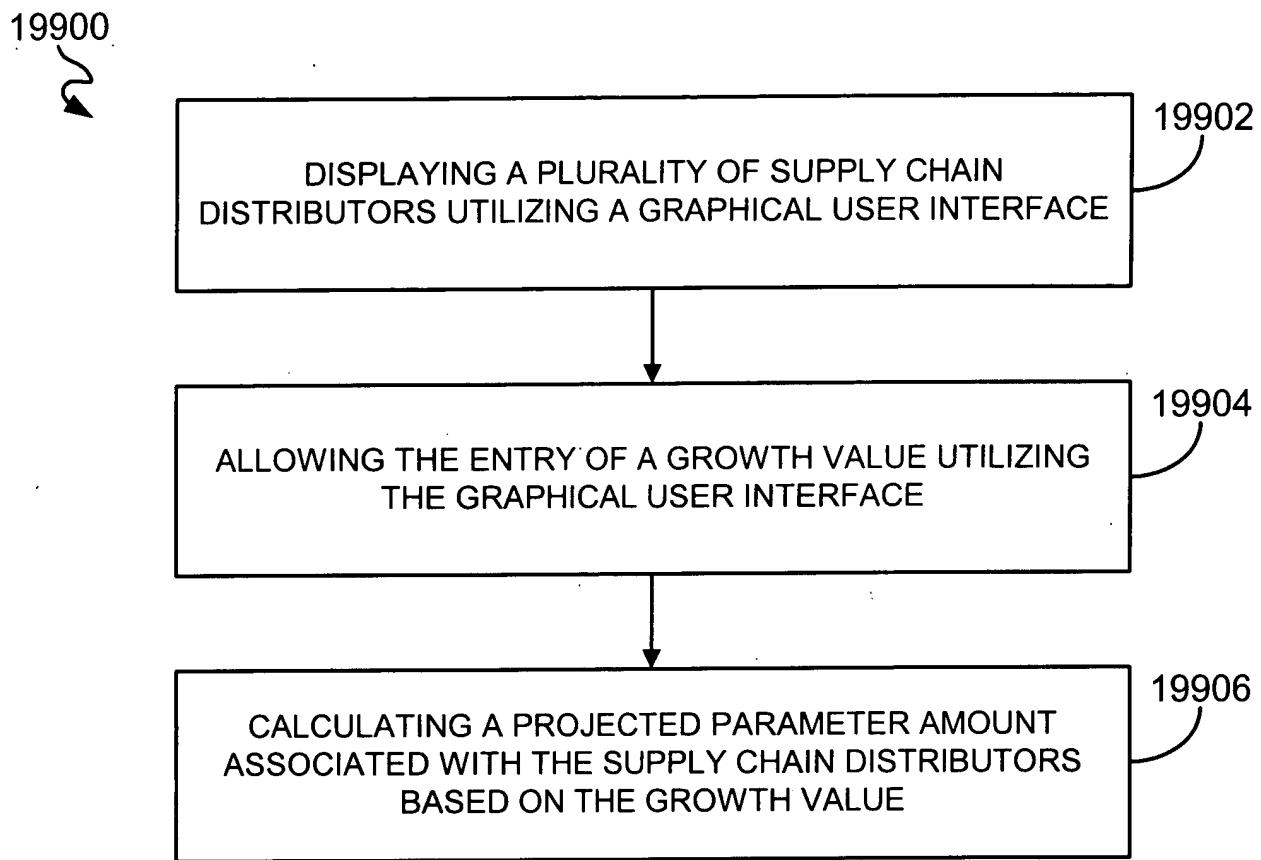
Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT.LAKE.UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period				
CHICKEN-PATTY	.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198



**FIG. 199**

20000

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211

Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-SALT LAKE, UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

**FIG. 200**

20100

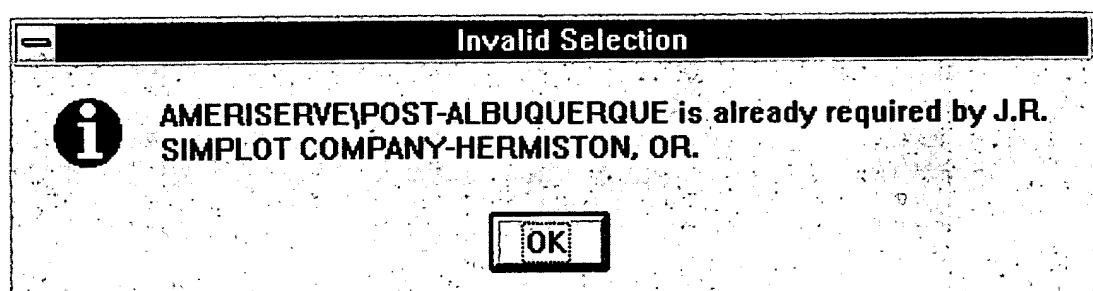
Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS, ID	American Falls	ID 83211

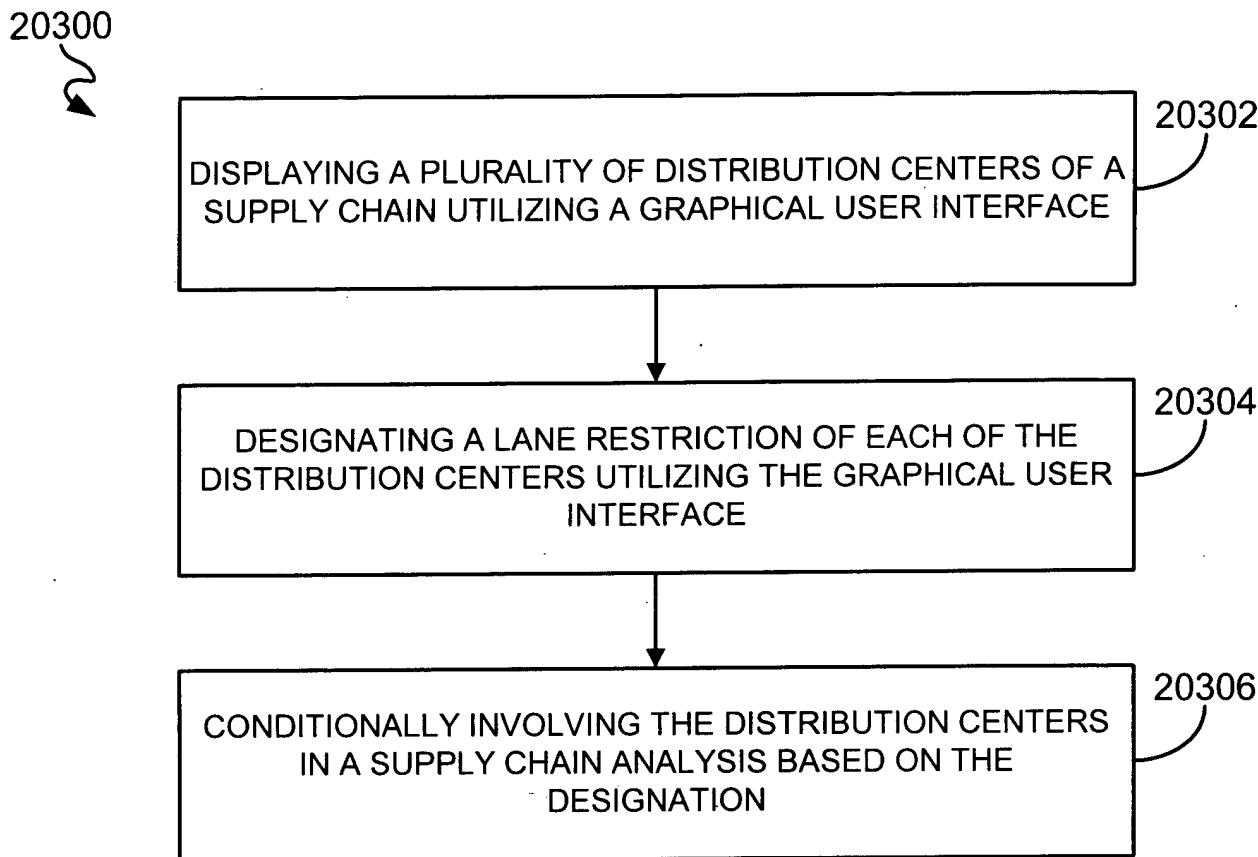
Distribution Center	Lane Restriction	
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>

**FIG. 201**

20200



**FIG. 202**



**FIG. 203**

20400

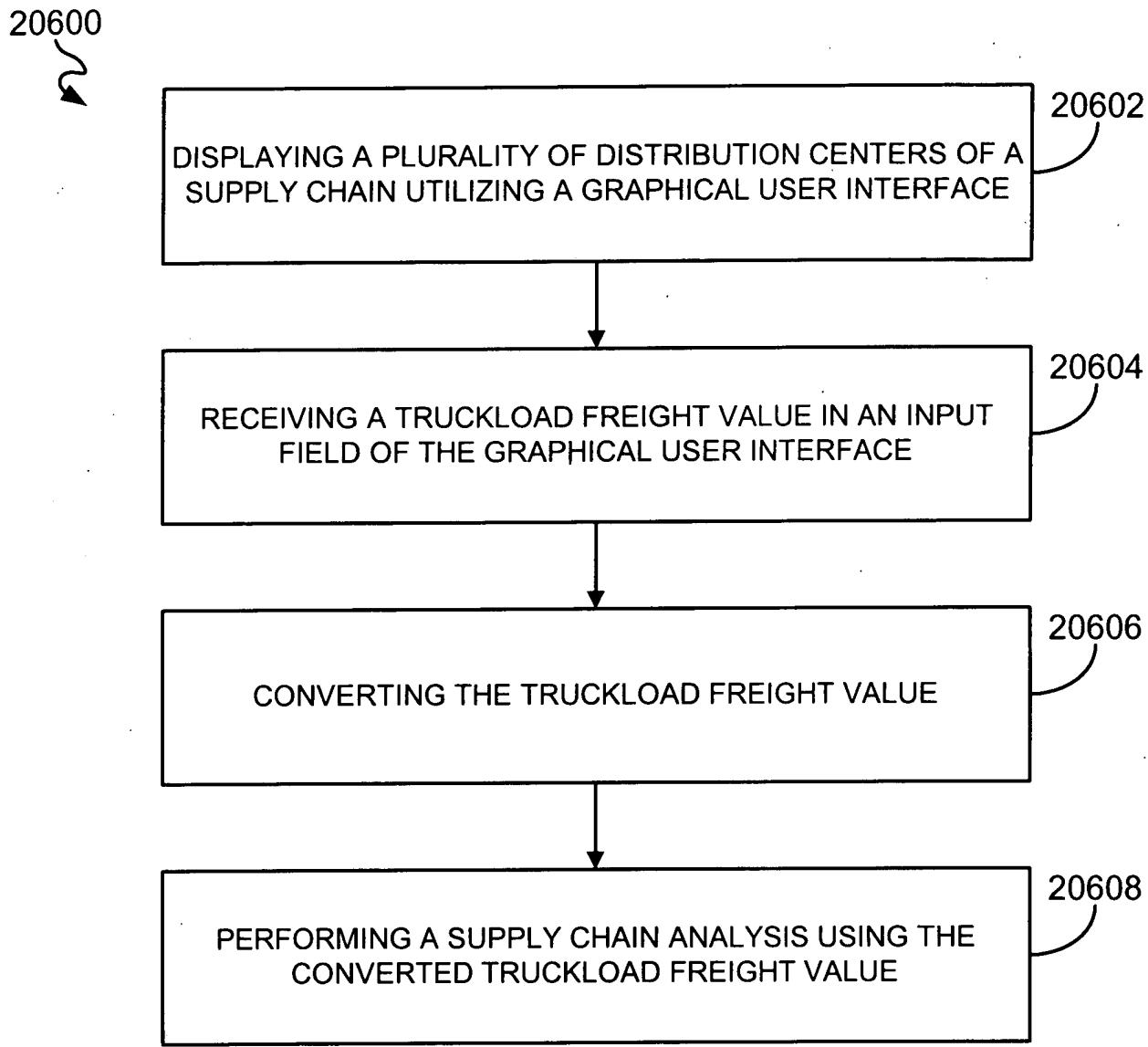
Supplier FOB	Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE, UT	691		

**FIG. 204**

20500

Supplier FOB	Address		
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FOREST AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801
Distribution Center	Weight Minimum	LTL	20,000 LBS
PS-ATLANTA	15,000		1.10
PS-BURLINGTON	15,000	400.00	1.20

**FIG. 205**

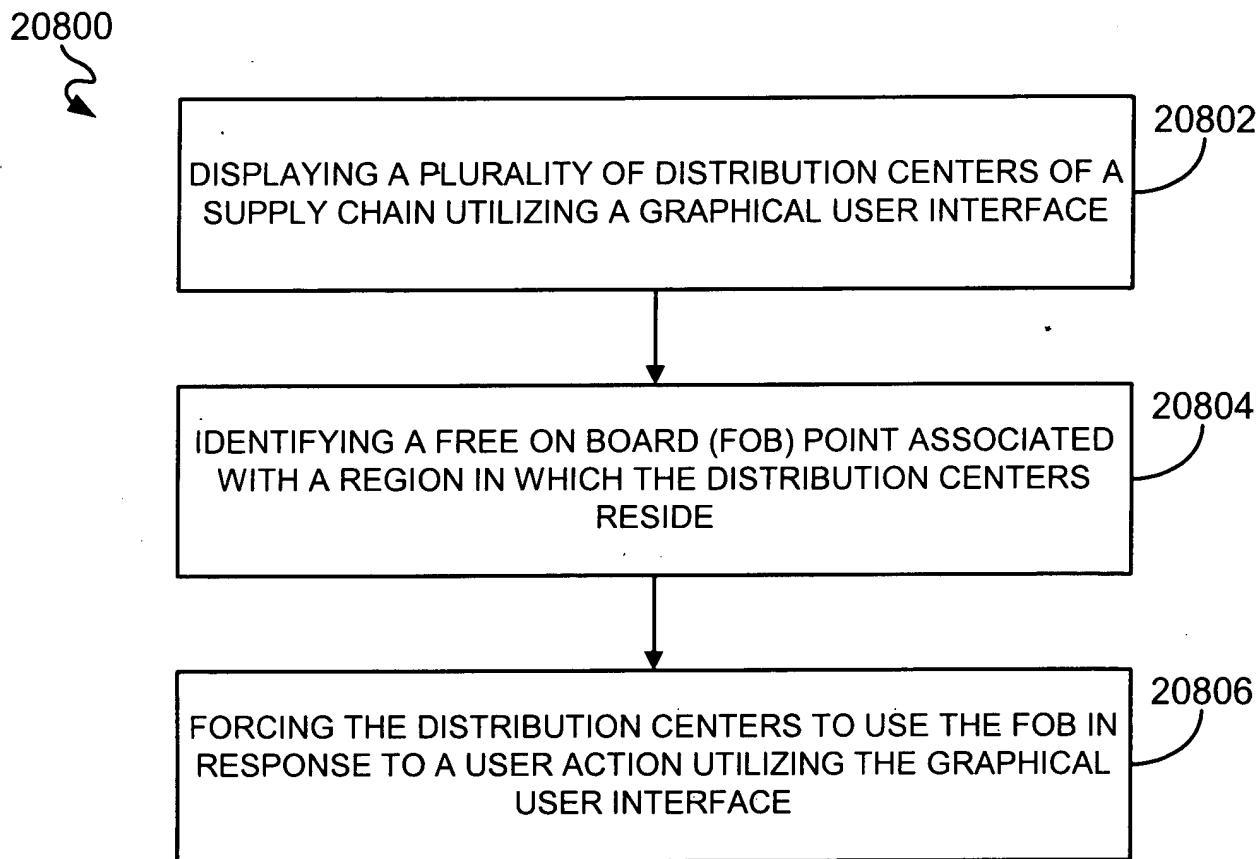


**FIG. 206**

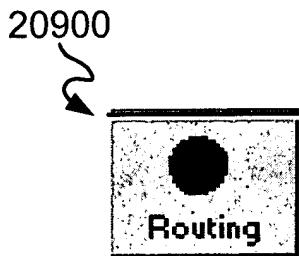
20700

<b>Analysis Region</b>	<b>Force FOB</b>
MCCABE-PORLAND/RNMV-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
<b>Distribution Center Name</b>	<b>Site Role</b>
MCCABE QUALITY FOODS-PORLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

**FIG. 207**



**FIG. 208**



**FIG. 209**

21000

**Report Selection**

**Report Type:** Optimal Product Routing

**Report Name:**

- Freight Information Provided
- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

**Report Parameters**

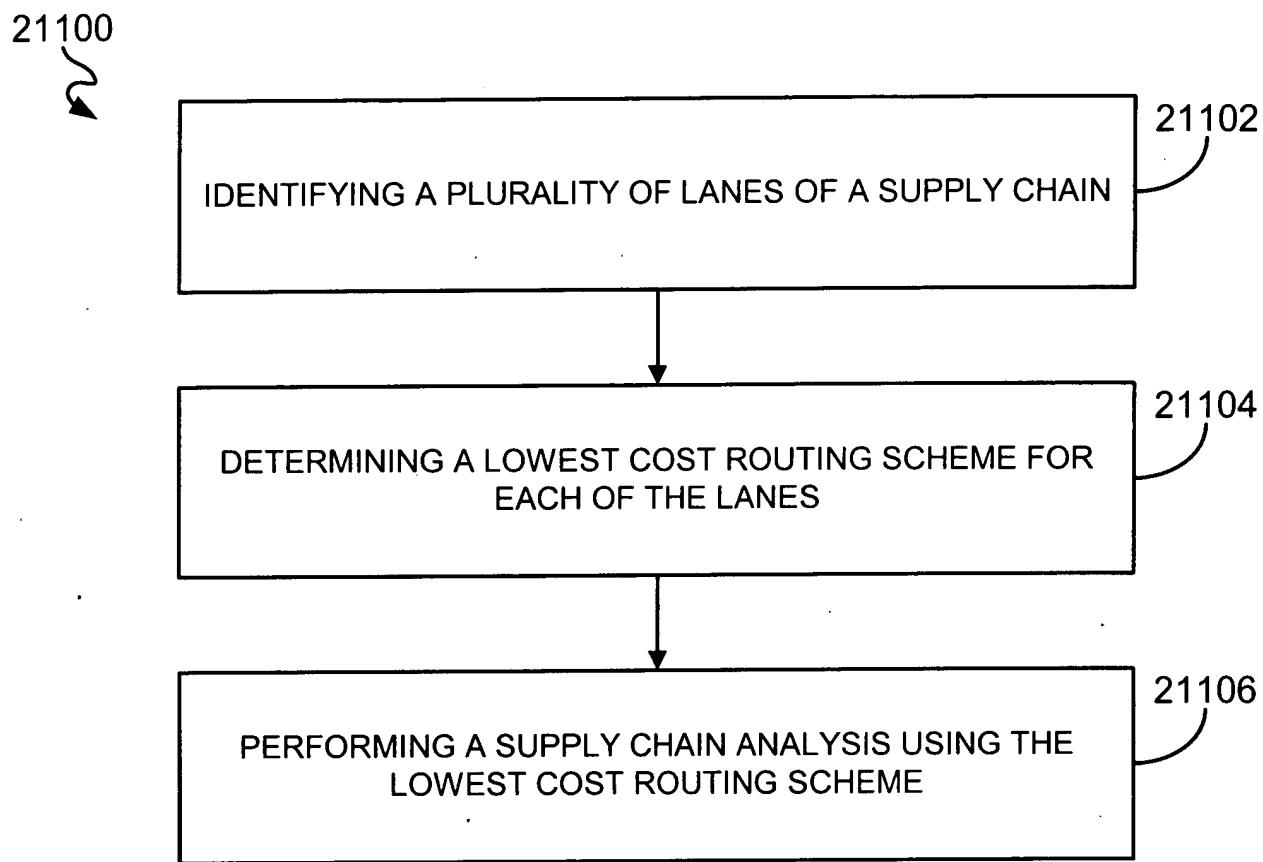
Supplier: (All)

Supplier FOB: (All)

Distribution Center: (All)

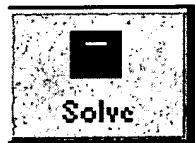
Version: Base Version

**FIG. 210**



**FIG. 211**

21200



**FIG. 212**

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	New Capacity & Prices

The form shows a list of report types on the left and their corresponding names on the right. The 'Awarded Volume' report type is selected, and its name 'Awarded Volume by Item - Detail' is displayed in the 'Report Name' field. Other report types listed include Comparison Reports, Cost Matrix Preview, Optimal Product Routing, Tab Reports, and New Capacity & Prices.

**FIG. 213**

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail**
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

**FIG. 214**

21500

- Assigned Volume Percentages (no conversion)**
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	<input type="button" value="▼"/> Assigned Volume Percentages (no conversion)

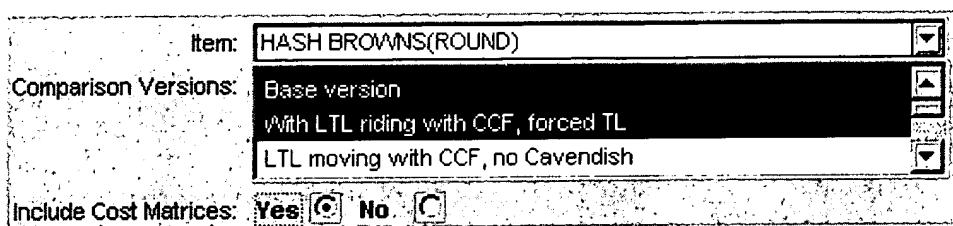
**FIG. 216**

21700

- Report Name:**
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

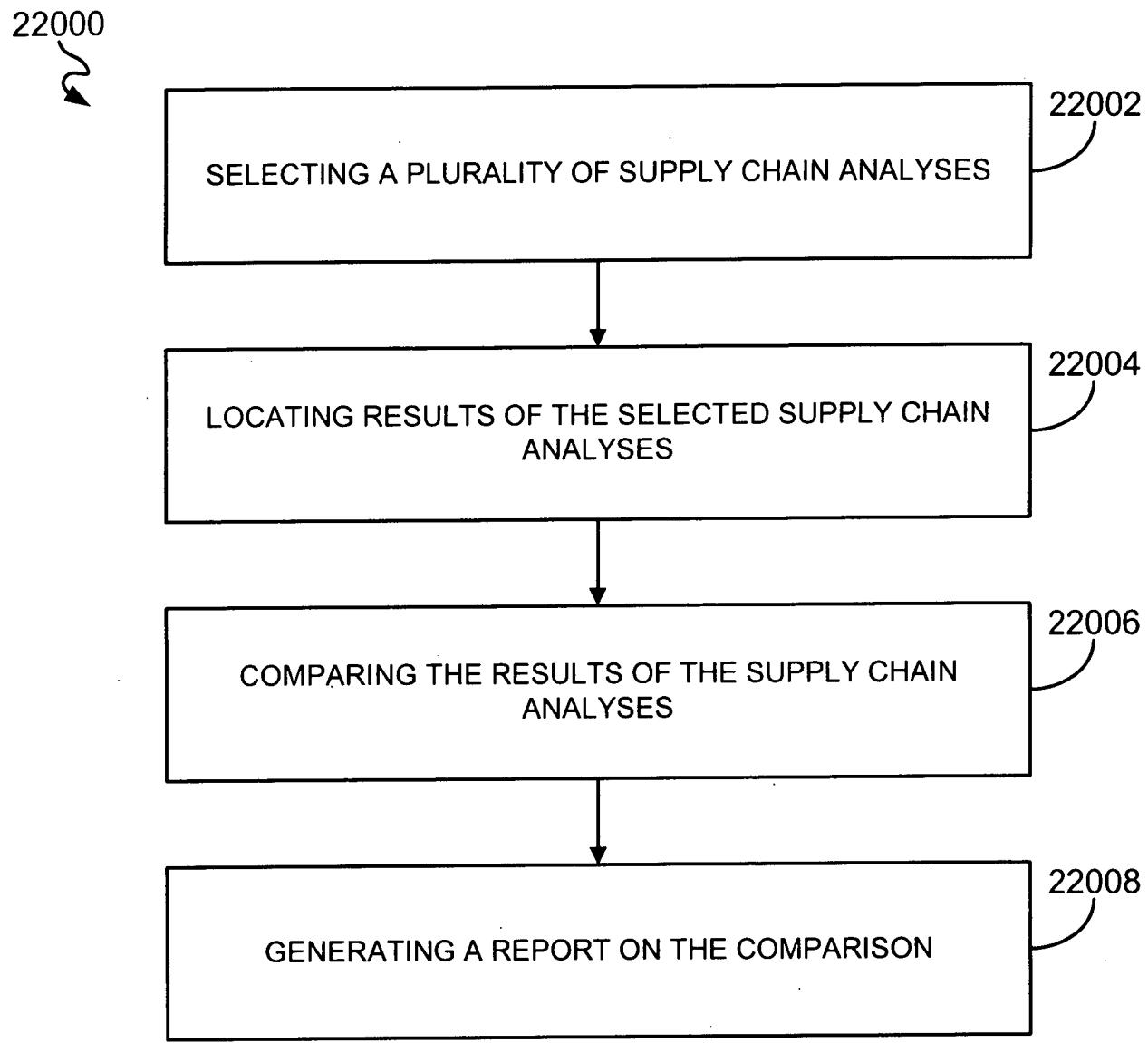


**FIG. 218**

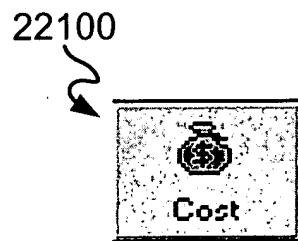
21900



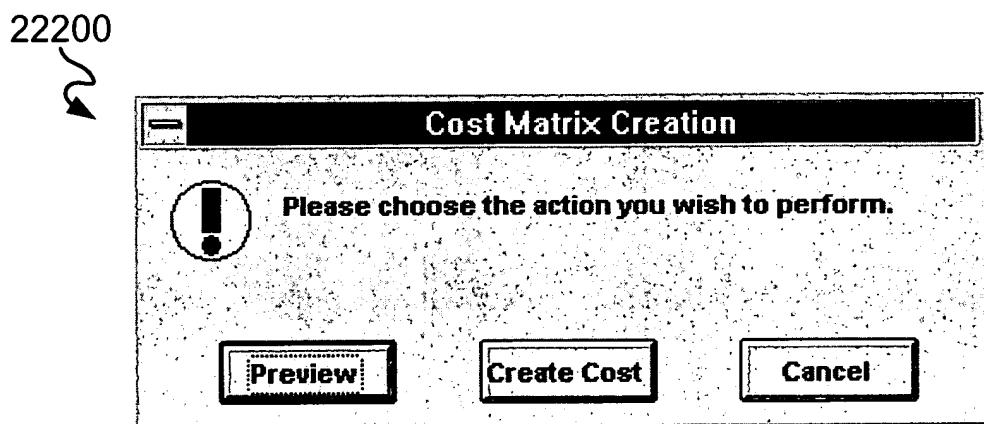
**FIG. 219**



**FIG. 220**



**FIG. 221**



**FIG. 222**

22300  
22400

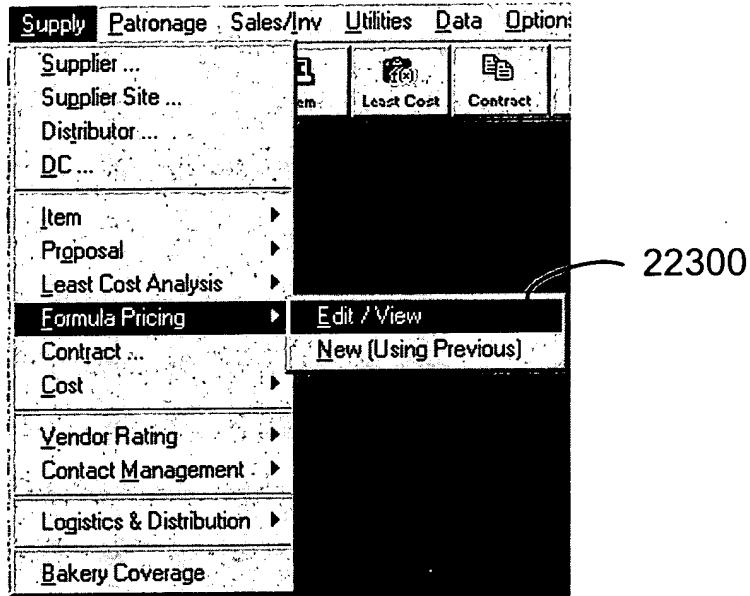


FIG. 223

The screenshot shows a dialog box titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The dialog has several tabs at the top: 'General Info' (selected), 'Pricing' (highlighted with a black box), 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'Pricing' tab contains fields for 'Pricing ID:' (set to 12) and 'Description:' (set to 'Beef Pricing 04/06/01'). Below these are dropdown menus for 'Item:' (set to 'BEEF - 77%') and 'Raw Material Pricing Date:' (set to '04/06/01'). There are also date fields for 'From:' ('03/23/01'), 'To:' ('04/03/01'), 'Cost Matrix Begin Date:' ('03/15/01'), and 'End Date:' ('03/28/01'). At the bottom is a field for 'FOB Adjustment Amount' (set to '0.0000').

FIG. 224

22500

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% LEAN	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN VW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine/Txtr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.8840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9859	0.8760

FIG. 225

22600

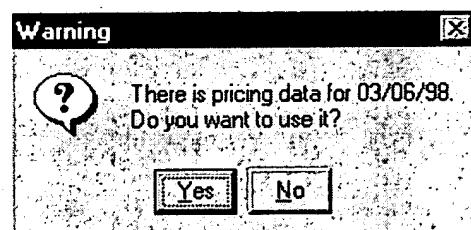


FIG. 226

22700

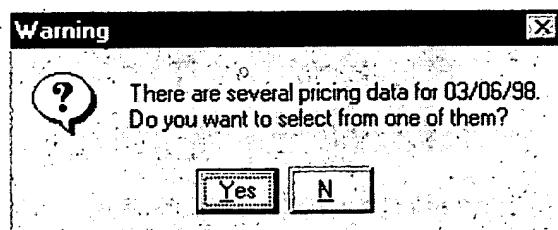
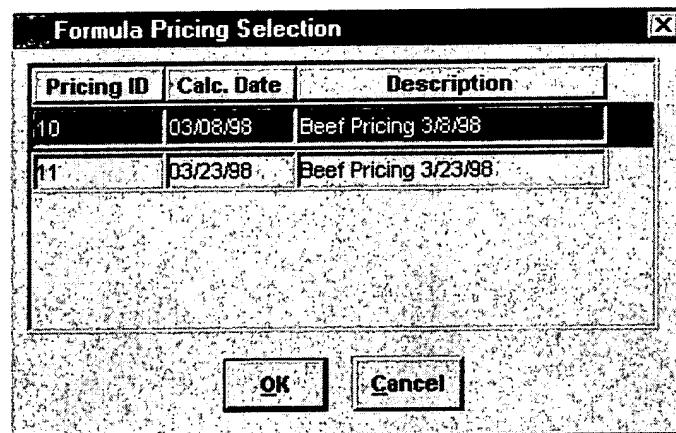


FIG. 227

22800



**FIG. 228**

22900

The screenshot shows a Windows-style dialog box titled "Formula Pricing - BEEF - 77% - 04/06/98". It has tabs at the top: General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The "Freight" tab is selected.

Under the "Freight" tab, there are two sections: "Supplier FOB" and "Address".

**Supplier FOB:**

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

**Freight Amount Table:**

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

**FIG. 229**

23000

Formula	FD56TR		FD65TR		FD73TC		FD80LC		FD85LN		FD90LC		IMAU98		LFTB		Total
	Pct.	Cost															
AFS-1	0.3120	0.2871							0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9840		
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368			0.2000	0.2190	0.3200	0.3139					0.9941
GS-1	0.3270	0.3042							0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866		
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0958	0.9721
SER-1	0.3250	0.2926							0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684		
TEX-1	0.3050	0.2766							0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916		
WHI-1	0.3250	0.2958							0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765		
WIS-1	0.3325	0.2977							0.4675	0.5165	0.1000	0.0986	0.1000	0.0890	0.0018		

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

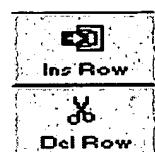
FIG. 231

23200

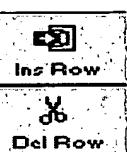
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

**FIG. 232**

0 3 0 0 4 5 6 7 8 9 0 3 0 0 4 5 6 7 8 9



23300



23302

**FIG. 233**

23400



RM Letter

**FIG. 234**

23500

: Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

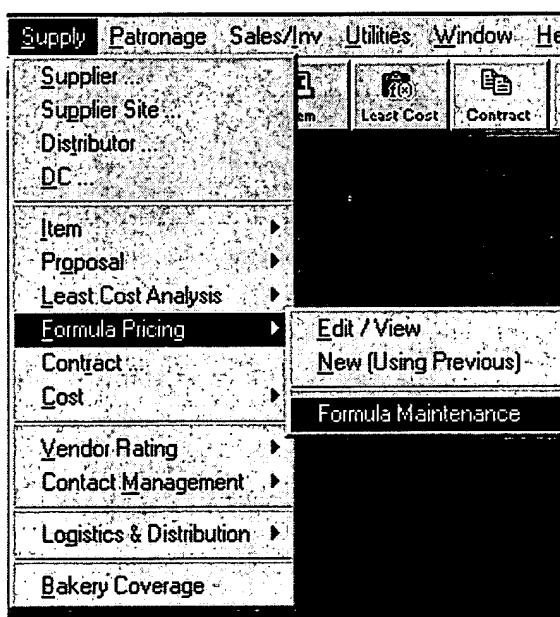
Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

100.0000%

FIG. 235

Open Close Min Max Zoom In Out



23600

FIG. 236